



The

# CHEMIST AND DRUGGIST

for RETAILER - WHOLESALER - MANUFACTURER

Established 1859

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OCTOBER 29, 1938

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DIAMOND  
BRAND**

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... has a reputation  
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**REDUCED PRICES**

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POULTICE**  
THE MODERN SUBSTITUTE FOR LINSEED, MUSTARD & BREAD POULTICES  
SIMPLE TO APPLY  
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**GIVE A DOG flea A BAD NAME**

**CTENOCEPHALUS CANIS**

**COOPER HEALTH ROUTINE**

**1 TO PREVENT TAPEWORMS**—Spend five minutes once a week dusting your dog's coat with Pulvex, to keep him free from fleas and all flea-borne parasites. A 6d. tin lasts several months.

**2 TO PREVENT ROUNDWORMS**—Spend thirty seconds once a day sprinkling his main meal with Cooper's Vitamin Ration, to give him vital elements he won't get any other way. A 1/6 tin lasts two months.

**IF YOUR DOG HAS WORMS NOW**, Cooper's Liquid Worm Remedy will rid him of the lot, tame worms and roundworms, with as little distress and danger as may be. Then the Cooper Health Routine, faithfully followed, will prevent the need for repeated worming.

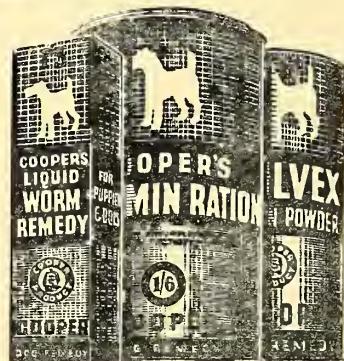
**This simple routine was devised and perfected by Cooper's Research Bureau, which carries on the only research work done in these lines in this country. For any further information that will help you, please write as fully as you can to the Dog Remedies Department.**

**PULVEX VERMIN POWDER | COOPER'S VITAMIN RATION | COOPER'S LIQUID WORM REMEDY**

**6d and 1/3 sprinkler tins | 1/6, 2/9, and 4/6 bottles | Small dogs 1/3, larger dogs 2/6 bottles**

**COOPER, McDougall & Robertson Limited, Berkhamsted, Herts**

**YOU CAN SPELL IT** with an £—Ctenocephalus—if you've a vet. counter giving good display to the Cooper Health Routine, now consistently advertised in the dog papers as in the above miniature. We know quite small shops with a steady 'dog' turnover of £5 per week. Start in yourself straightaway. You'll find the Cooper Health Routine a dependable mainstay—three sales in one and nine times the profit in the year.



**PULVEX VERMIN POWDER**  
6d. and 1/3 sprinkler tins

**COOPER'S VITAMIN RATION**  
1/6, 2/9, and 4/6

**COOPER'S LIQUID WORM REMEDY**  
Small dogs 1/3, larger dogs 2/6 bottles

TRADE TERMS—less 33½% and less 5% cash monthly

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*Now—bonus parcels  
until NOV. 14<sup>th</sup>*



Order Farex now  
at 33½% profit terms

# FAREX

Farex is indeed no ordinary cereal food. When you sell it to a mother you do more than sell a tonic cereal. You introduce her to a food for all the family. For Farex, because of its constituents, is just as suitable for weaning, or for the youngsters or for breakfast . . . and a wonderful help-to-health both for the sick and the sturdy.

Farex provides lasting sales. The new showcard illustrated here, typical of the material enclosed in the bonus parcels now available, will help your sales of this ready-to-serve universal cereal food.

PRODUCT OF THE  
GLAXO LABORATORIES

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	4	× 1 lb. cartons FREE ... ... ...	—
	10	SAMPLES FREE... ... ...	—
4		The above sells for ... ...	42/-
		YOUR PROFIT ... ...	14/-
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	2	½ lb. cartons FREE ... ...	—
5	8	SAMPLES FREE ... ...	—
		The above sells for ... ...	33/-
		YOUR PROFIT ... ...	11/-
No.	30	½ lb. cartons at 1½ each less 20%	24/-
	6	½ lb. cartons FREE ... ...	—
	10	SAMPLES FREE ... ...	—
6		The above sells for ... ...	36/-
		YOUR PROFIT ... ...	12/-

None of the above parcels is available in Eire



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A  PRODUCT

You know,

Glucose D stocks

from the very nature of your business, that will not remain long on your shelves at this season of the year. Until November 14th, you can make the most of this seasonable demand, and make a profit of 41%. But Glucose D means more to you than extra profits for a period. All pharmacists who have realised the importance of an opportune display of this C.F. product, have found that a large increase in regular demand has inevitably followed.

GLAXO LABORATORIES LTD., GREENFORD, MIDDX. BYRON 3434

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# A Denture Cleanser YOU can always RECOMMEND

To the list of well-known proprietaries owned and manufactured by Scott & Bowne, Ltd., has now been added KEMDEX—The Oxygen Denture Cleanser.

Clinical and laboratory tests have demonstrated conclusively that KEMDEX is the most dependable and effective denture cleanser on the market. It is used and recommended by leading members of the Dental Profession and has their complete confidence.

KEMDEX offers the trade a unique opportunity to recommend a really first-class product in this rapidly growing field of denture cleansing preparations.

KEMDEX is consistently advertised, forceful advertisements appear every week in all the leading national daily newspapers, and extensive sampling schemes are familiarising users all over the country with this quality cleanser.

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KEMDEX is supplied in screw cap sealed bottles, attractively cartoned, in two sizes retailing at 1/- and 2/-.

The specially designed bottle ensures laboratory freshness and activity until the last measure is used and completely safeguards the stockist against the inconvenience of stock deterioration due to absorption of moisture.

KEMDEX is in every sense a quality product.

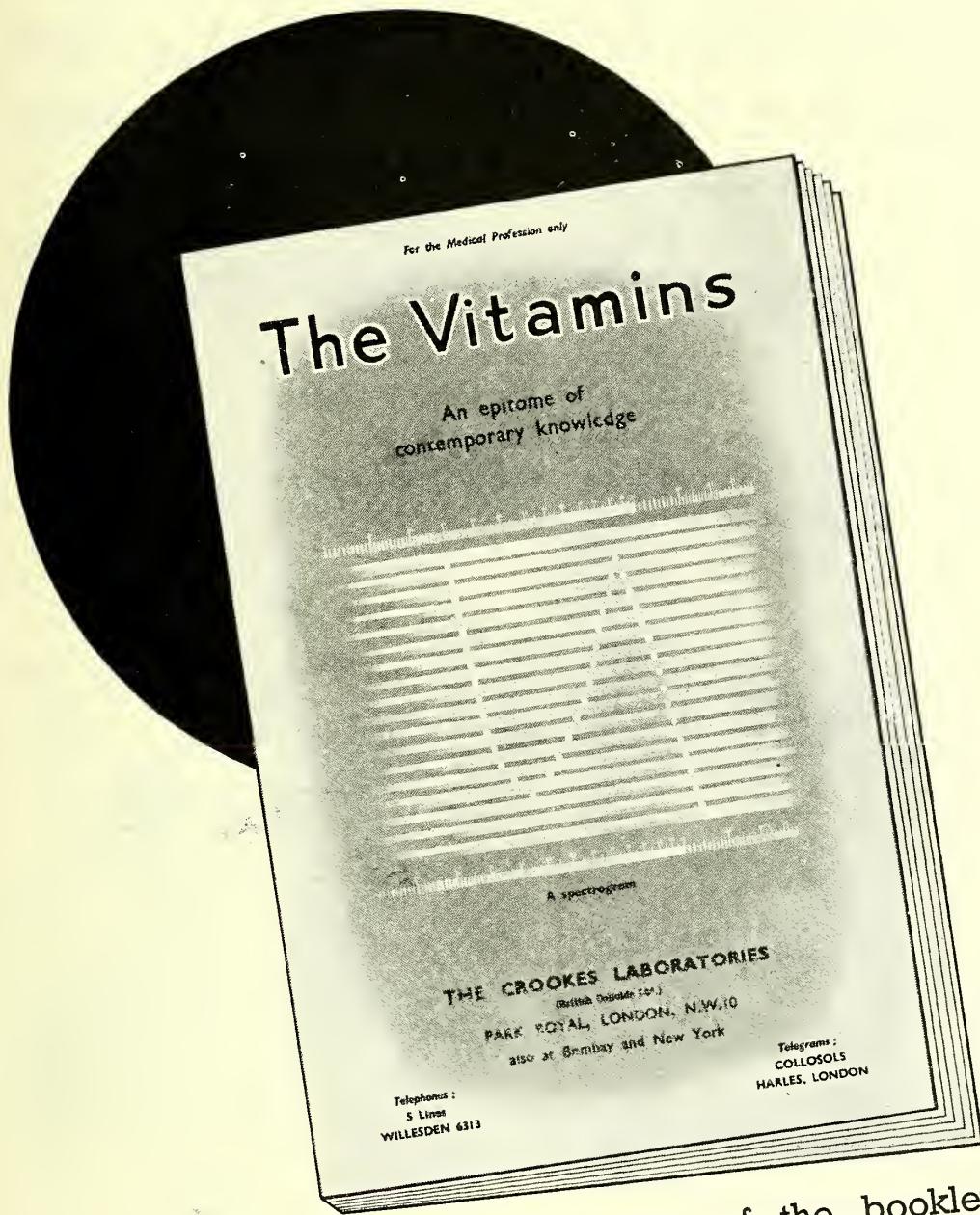
# KEMDEX

THE OXYGEN DENTURE CLEANSER

*Manufactured by*

**SCOTT & BOWNE, LTD.**

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As the sub-heading of the booklet implies, this is an epitome of contemporary knowledge on the subject of Vitamins. A copy will gladly be sent free of charge upon request.

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Telephone :- Willesden 6313 (5 lines).

Telegrams :- Collosols, Harles, London.

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You'll find the Bob Martin advertising interesting this winter. Look out for it in the National newspapers and weeklies. It is going to make new sales for you.

The new Bob Martin advertisements will emphasise the importance of regular conditioning in winter to keep dogs fit. Famous 'plus' dogs will be featured; you will see a film star dog, a V.C. dog, a railway sheep dog, a charity-collect-

ing dog and many others from every walk of life. And what their owners say about winter conditioning makes interesting and *convincing* reading. Remember, regular conditioning means regular, profitable customers. And as Bob Martin's Condition Powders sell steadily throughout the year, may we remind you to make sure you have good stocks for the winter season?

have you seen The LEAD No. 14  
—many new features and special articles

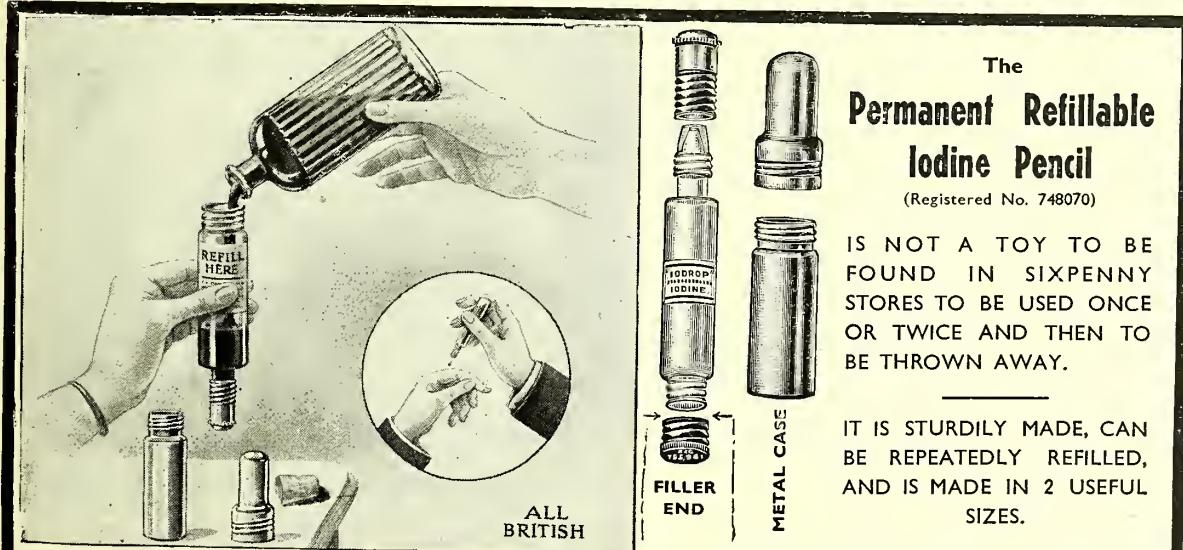


BOB MARTIN LIMITED SOUTHPORT LANCS ENGLAND

## INDEX TO ADVERTISERS

Acton Pill & Tablet Co., Ltd. (Uricure Tablets) .....	28
Allen, Stafford, & Sons, Ltd. (Almond Oil, &c.) .....	23
Anglo-French Drug Co., Ltd. (Iodamelinis (Logeais), &c.) .....	viii
Arnfield, J. C., & Sons, Ltd. (Raspberry Vinegar, &c.) .....	ii
Association of Manfg. Chemists, Ltd. Col. Supp.	
Ayrton-Graham, Ltd. (Shopfittings) ....	28
Barker, R., & Son, Ltd. (Infants' Preservatives) .....	vi
Battles, Ltd. (Vermic Killer) .....	16
Bayer Products, Ltd. ('Luminal') Leader Page	
Bell, John, Hills & Lucas, Ltd. (Cherry Malt and Oil) .....	Leader Page
Bengué & Co., Ltd. (Balsam) .....	ix
Berton, Arthur, Ltd. (Surgical Dressings) .....	x
Blackie, R. (Denfix) .....	14
Blythe, W., & Co., Ltd. (Epsom Salts, &c.) .....	ii
Bob Martin, Ltd. (Dog Medicines) ...	4
Bolton, Charles V. ....	Col. Supp.
Brand & Co., Ltd. (Brand's Essence) ...	32
British Drug Houses, Ltd., The ("Volpar" Contraceptives) .....	7
British Xylonite Co., Ltd. (Halex Toothbrushes) .....	10
Burgoyne, Burbidges & Co., Ltd. (Kaolin Poultice) .....	Front Cover
Burrough, James, Ltd. (S.V.R. for Tinctures) .....	Leader Page
Burroughs Wellcome & Co. ('Kepler' Malt and Oil) .....	31
Campbell, J. D. (Nicotine Insecticides) 16	
Cannon Rubber Manfrs., Ltd. (Hot Water Bottles) .....	xi
Carnegie Bros., Ltd. (Chemicals, &c.)... iv	
Chemist and Druggist, The	
	8, 30, Leader Page
Cooper, McDougall & Robertson, Ltd. (Vermic Powder, &c.) .....	Cover ii
Coty (England), Ltd. (Radio Advertising) .....	25
Cox, A. H., & Co., Ltd. (C.O.B. Lines) .....	Cover iv
Creban Manfg. Co. (Crepe Bandages) xii	
Critchley, C. A., & Co., Ltd. (Raspberry Vinegar) .....	28
Crookes Laboratories ('The Vitamins') .....	3
Crown Capsule Co. (Soluble Medicinal Capsules) .....	ix
Cussons Sons & Co., Ltd. (Baby Powder) .....	26
Davenport, J. T., Ltd. (Chlorodyne) ...	vi
Denver Chemical Manfg. Co. (Antiphlogistine) .....	iv
Dudley & Co., Ltd. (Glass Counters)...	14
Earl Haig's British Legion Appeal Leader Page	
Eucryl, Ltd. (Dentifrice, &c.) .....	10
Evans Sons Lescher & Webb, Ltd. (Liverpool Virus) .....	13
Fecher, M. J., Ltd. (Refillable Iodine Pencil) .....	5
Fromm, Herbert (Morfi Specialities) ...	xvi
Gardner, W., & Sons (Glos.), Ltd. (Machinery) .....	xiv
George, Ernest J., & Co. (Valuers, &c.) .....	Col. Supp.
Glaxo Laboratories, Ltd. (Parex Bonus, &c.) .....	1
Guest, Thos., & Co., Ltd. (Vox Bronchial Pastilles) .....	12
Hack, E., Ltd. (Marguerite Cold Cream, &c.) .....	15, 30
Hackett, S. E. (Film Overstocks) Col. Supp.	
Haller Laboratories, Ltd. (Danysz Virus) .....	16
Hampden Residential Club .....	Col. Supp.
Harvey & Co. (Dublin), Ltd. (Veterinary) .....	16
Haywood, J. H., Ltd. (Surgical Appliances) .....	x
Horlicks, Ltd. (Company Meeting) ...	9
Howard, Lloyd & Co., Ltd. (Pills, Tablets, &c.) .....	ii
Ioco Rubber & Waterproofing Co., Ltd., The (Hospital Sheetings) .....	xii
	[Continued overleaf.]

[Continued overleaf.]



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Reputed 1 dr. 6/3. 2 dr. 8/6 per dozen.

One Dozen in Show Box.

SPECIAL SHOWCARD WITH EACH DOZEN

From all leading wholesalers or direct from us carriage paid.

**M. J. FECHER LTD., 10 Dod St., London, E.14**

Telephone: East 3228

Wholesale 56/-, 75/- respectively per gross

### Makers of

## THE "HOLLOPEG" IODINE and THE "OILTITE" DROP BOTTLES

ESTABLISHED 1891

**INDEX—cont.**

Jackson, J. G., & Crockatt, Ltd. (Filling Machines) .....	xiv
Jefferson & Son ("Hernicura," Trusses, &c.) .....	x
King, J. C., Ltd. (Shopfittings, &c.)	12, 21
Laboratories, The (Own Name Cosmetics) .....	28
Legato Foot Appliances .....	15
Liverpool School of Pharmacy .....	12
London & Provincial Factors, Ltd. (Wanie Blades) .....	10
Martin, Bob, Ltd. (Dog Medicines) ...	4
Matthews, D., & Son, Ltd. (Shopfittings) .....	28
Maund, F., & Berg, E., Ltd. (Showcases) .....	28
Maw, S., Son & Sons, Ltd. (Christmas List) .....	11
Midgley & Parkinson, Ltd. (Yeast Preparations) .....	28
Mills, H., & Sons, Ltd. (Shopfittings)	14
Mundet Cork Products, Ltd. (Corks and Stoppers) .....	ix
Myers, L., Ltd. (Shopfittings) ...Col. Supp.	
National Glass Works (York), Ltd. (Bottles) .....	xv
North British Rubber Co., Ltd. (Hot Water Bottles) .....	24
Norwegian Cod Liver Oil .....	6
Olley, C., & Sons, Ltd. (Corks) .....	xiii
Orridge & Co. (Valuers, &c.) ....Col. Supp.	
Parfumerie Guerlain (Perfumes) .....	i
Perken, Son & Co., Ltd. (Clinical Thermometers) .....	xi
Photocrafts, Ltd. (Christmas Cards) ...	12
Porteus, Geo., & Sons (Leeds), Ltd. (Machinery) .....	xiv
Potter & Clarke, Ltd. (Wholesale Druggists) .....	29
Prescriber, The .....	28
Rendell, W. J., Ltd. (Quinine Pessaries) .....	19
Richardson, John, & Co. (Leicester), Ltd. (Tablets) .....	17
Riddell, Francis, Ltd. (Adiposettes) ...	ix
Robinson & Sons, Ltd. (Mene Towels) .....	x
Roura & Forgas (Quicksilver) .....	iv
Rozalex, Ltd. (Rozalex Ointment) .....	28
Rudduck & Co. (Shopfittings) ...Col. Supp.	
Schweppes, Ltd. (Sugar-Free Ginger Ale, &c.) .....	viii
Scintillating Sign Service .....	xiv
Scott & Bowne, Ltd. (Kemdex Denture Cleanser) .....	2
Seurr, C. A. (Optical Tuition) .....	28
Smith, T. & H., Ltd. (Alkaloids) .....	iii
Southalls (Birmingham), Ltd. (Sanitary Towels, &c.) .....	xii
Sterns, Ltd. (Paraffinum Liquidum B.P.) .....	vi
Surgical Hosiery Co., Ltd. (Elastic Hosiery) .....	18
Suter, A. F., & Co., Ltd. (Gums) ...	iii
Suttley & Silverlock (Chemists' Printers) .....	xiii
Thermega, Ltd. (Electric Pads and Blankets) .....	x
Thomas & Linton, Ltd. (Everhot Bags, &c.) .....	28
Thompson & Capper Wholesale, Ltd. ("Vanillets") .....	27
Tilbury, W. R., & Son (Toothbrushes)	28
Town Talk Polish Co. (Liquid Silver Polish) .....	xiii
Tyler, T., & Co., Ltd. (Chemicals) .....	ii
Wagner, R. V. (Dry Bottle Caps) .....	xiv
Ward, T., & Sons, Ltd. (Wardonia Razors, &c.) .....	14
Washington Chemical Co. (Cream of Magnesia) .....	iii
Webster, Isaac, & Sons, Ltd. (Stainless Steelware) .....	xi
West Cumberland Industrial Development Co. ....	9
Westminster College of Pharmacy .....	28
Whiffen & Sons, Ltd. (Ipecac. Liq. B.P.) .....	Cover iii
White, J. F., & Co., Ltd. (Kompo) ...	vi
Willows, Francis, Butler & Thompson, Ltd. (Galenicals, &c.) .....	v
Wood Bros. Glass Co., Ltd. (Glassware) .....	22
Woolley, J., Sons & Co., Ltd. (Christmas Gifts) .....	20
Wyeth, John, & Brother, Ltd. ("Aludrox," &c.) .....	vii
Zeal, G. H., Ltd. (Clinical Thermometers) .....	xii



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led by the Nor-  
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oil is control-  
Norwegian Govern-  
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## NORWEGIAN COD LIVER OIL

Nature's own remedy.

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# VOLPAR

Volpar is the new contraceptive which has been formulated in co-operation with the Medical Sub-Committee of The National Birth Control Association; it is the outcome of nearly ten years' continuous investigation conducted by University research workers under the direction of the Birth Control Investigation Committee.

Laboratory tests have shown that the active principle of Volpar is the most powerful non-toxic spermicidal substance known.

An article reporting the results of the above mentioned investigation was published in *The Lancet* of October 15th, 1938, p. 882 and a letter signed by the medical members of the Birth Control Investigation Committee commenting upon this article has also appeared (*Lancet*, October 22nd, 1938, p. 970).

Volpar is issued in two forms:

## **VOLPAR GELS**

Soluble suppositories primarily intended for use alone, or (for maximum safety) with a cap or sheath.

## **VOLPAR PASTE**

A non-greasy paste for the lubrication of occlusive caps and sheaths or condoms.

### **HOME TRADE PRICES**

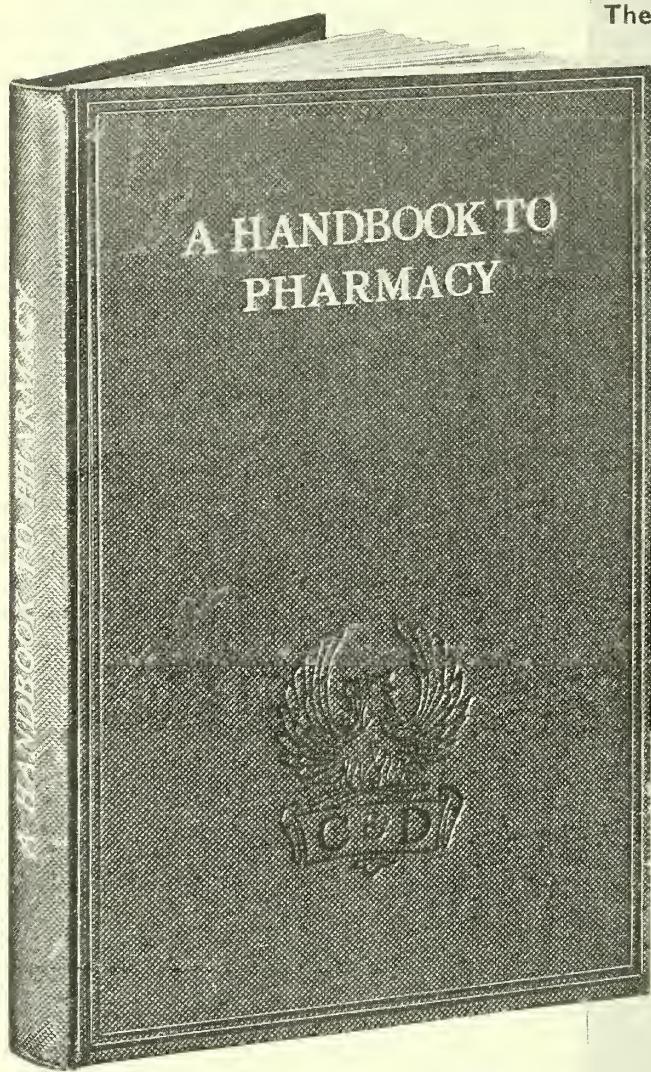
**GELS:** in screw-capped glass tubes containing 1 dozen gels 2s. 0d.

**PASTE:** in collapsible tubes containing sufficient for 12 applications: 2s. 0d.

*Discount to pharmacists 33 1/3%*

VOLPAR GELS AND PASTE CAN BE SOLD ONLY BY PHARMACISTS

**THE BRITISH DRUG HOUSES LTD. LONDON N.1**



Price **5/-**

5/4 post free

### A Handbook to Pharmacy

This book, recently published, has been written by Mr. William Kirkby, M.Sc., Ph.C. It gives concise, accurate and complete information for professional and commercial pharmacists, authorised sellers of poisons and students of pharmacy.

It will be found essential for use in the laboratory—a good companion in the dispensing department and a reliable textbook for past, present and future students.

Your usual wholesaler can supply or you can secure a copy by return of post by completing the attached order form and posting to :

**THE CHEMIST AND DRUGGIST**  
28 ESSEX STREET, LONDON, W.C.2

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Vegetable and other Drugs—Principal Con-  
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Vegetable and Animal—Sera, Toxins and  
Vaccines—Official Volatile Oils—Official  
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FATTY OILS—PHARMACEUTICAL INCOMPAT-  
IBILITY—PRESCRIPTIONS—VOCABULARY OF  
PHARMACEUTICAL NAMES—WEIGHTS AND  
MEASURES—SPECIFIC GRAVITY TABLES—  
ALCOHOL TABLES—SOLUBILITY TABLES—  
ATOMIC WEIGHTS—THERMOMETRY—CHEM-  
ICAL AND PHYSICAL LAWS — ELECTRICAL  
UNITS — BAROMETRY — POLARIMETRY — VIS-  
COSITY — SOME DATA IN HUMAN PHYSI-  
OLOGY—BACTERIOLOGY—REAGENTS AND  
STAINS FOR VEGETABLE MICROSCOPY—  
ENDOCRINOLOGY—POISONS AND POISON-  
ING—NUTRITIONAL FACTORS—VITAMINS—  
POISON REGULATIONS—A SUMMARY OF THE  
POISONS RULES — POISONS — DANGEROUS  
DRUGS—MEMORANDA OF BUSINESS KNOW-  
LEDGE — CONTROL OF THE BUSINESS BY  
MEANS OF BOOK-KEEPING—BUSINESS TERMS  
—AVERAGE WEIGHTS AND HEIGHTS.

HP1

### TO THE PUBLISHER

**THE CHEMIST AND DRUGGIST**  
28 ESSEX STREET, STRAND, LONDON, W.C.2

Please forward me a copy/copies of 'A HANDBOOK TO PHARMACY' for which I enclose remittance value..... herewith

AFFIX SLIP LABEL

NAME.....

ADDRESS.....

# RENT your new factory

**BUILT TO  
YOUR REQUIREMENTS**

*with coal-tar  
and lime on the spot*

## CAPITAL ASSISTANCE

WEST CUMBERLAND offers you the following exceptional advantages if you select it as a location for your new factory :

• Plentiful labour, skilled and unskilled, male, female and juvenile. • In the centre of a coal producing area. • Lime in abundance. • Manganese and fluor spar deposits in the area. • The softest water supply in the Kingdom — temporary hardness as low as .4°. • Good transport facilities: strategically placed for the expanding northern market. • Magnificent country — mild climate — sporting amenities.

**Add to these the unique facilities now offered by the Government : Your factory planned and built to your requirements, and rent only (on a non-profit basis) charged. Substantial assistance with capital. Contributions towards Rent, Rates, Income Tax and N.D.C.**

**THIS GOVERNMENT OFFER**, unprecedented in the history of Industry, makes West Cumberland the logical site for your new factory. The advantages of West Cumberland are matters of hard business fact, and can be translated by your calculations into balance sheet terms. Full data on which to base such calculations, and any other information required, may be obtained from The West Cumberland Industrial Development Co. Ltd., 1 Scotch Street, Whitehaven,

*West Cumberland*

## HORLICKS LIMITED.

### INCREASED PROFITS AND DIVIDEND.

The Second Annual General Meeting of Horlicks Limited was held at Slough on Friday the 21st October, 1938.

Lt. Col. J. N. Horlick, O.B.E., M.C., the Chairman, in moving the adoption of the Report and Accounts, said that the year under review, the first full accounting period under Public Company conditions, had been marked by continued expansion in many directions.

#### YEAR OF FURTHER EXPANSION

Before dealing with the actual statement of accounts, therefore, he drew attention to some of the features of the expansion programme which might be of interest.

The steady increase in Turnover during recent years had presented not a few problems from time to time in the housing of additional plant, materials and personnel.

Despite the introduction of shifts extending over the full 24 hours in certain pivotal departments it had been necessary to make further extensions to the factory, increasing the Floor Area quoted at the time of the Public Issue by more than one-third.

He had only to add that Sales Progress at Home and Abroad of recent years was well maintained.

#### BALANCE SHEET AND ACCOUNTS

Turning to the Balance Sheet, he said, "I think it can safely be claimed that the strong position indicated last year has been fully maintained, and with the additional amounts that have been placed to the credit of the General Reserve and Dividend Reserve Accounts this year in pursuance of the conservative policy to which I referred a year ago, the position has been further strengthened."

He continued by saying that the additions to Plant and Building already mentioned had resulted in a considerable increase in the figure at which Fixed Assets were shown, but with the further allocation to Depreciation Reserve Account the net figure remained on a conservative basis.

The value of the Company's wholly owned subsidiaries were conservatively stated, the increase being represented mainly by the extension and reorganisation of the Australian Factory.

Passing to the Profit and Loss Account which he reminded members covered an accounting period of twelve months as compared with a preceding period of fifteen months he drew attention to the available balance of £257,298 from which it was proposed to provide £77,327 for Income Tax and National Defence Contribution and to transfer to both Dividends Equalisation Reserve and General Reserve Accounts £25,000. A Final Dividend of 16½ per cent. actual less tax which it was proposed to pay requiring a sum of £60,417 would leave a balance of £19,554 to be carried forward as against an opening Balance of £19,199.

#### PROPOSED DIVIDEND

The Final Dividend of 16½ per cent. would make with the interim payments a total of 30 per cent. for the year ended 31st March, 1938, as against the Dividend of 52 per cent. on a capital of £250,000 (equivalent to 26 per cent. on the present capital) for the fifteen months ended 31st March, 1937.

#### OUTLOOK

Before moving the adoption of the Report and Accounts he said, "Given a restoration of confidence and that sense of security which is so essential at all times to the satisfactory conduct of business I feel justified in taking an optimistic view of our Company's prospects. In this connexion I would like to refer to the research which has been undertaken by the Company during recent years. At the beginning of my speech I outlined to you our policy of expansion but would like to assure you that the Board are also mindful of the need for consolidation too, and the brochure which you have received with the Report and Accounts is intended to give you an indication of our continued effort in that direction."

The Report and Accounts were unanimously adopted.

# Millions are learning to HALEXERCISE too!

Order more HALEX toothbrushes now. The National Fitness Campaign has interested people in exercise—and now a carefully-timed campaign in the leading newspapers and family magazines is telling them to HALEXercise too. Your customers are all reading and hearing about the new HALEXercise and they *need* HALEX toothbrushes.

**IT'S DOING GREAT THINGS  
FOR YOUR SALES OF**

**HALEX TOOTHBRUSHES**

REGD TRADE MARK

MADE IN ENGLAND

Order from your usual wholesaler, or from  
The British Xylonite Company Limited, Hale End, E.4



# WANIE BLADES

FOR QUICK CLEAN SHAVES

Your profit is 33½ to 45% every time you hand a customer a packet of Wanies.

"Sales-Aid" Showcards are available.

THREE HOLE TYPE  
8/- gross. Retail 12 for 1/-

AUTO TYPE  
9/- 100. Retail 10 for 1/8

EVER READY TYPE  
9/- 100. Retail 10 for 1/8

DISPLAY SHOWCARDS FREE TO ALL STOCKISTS

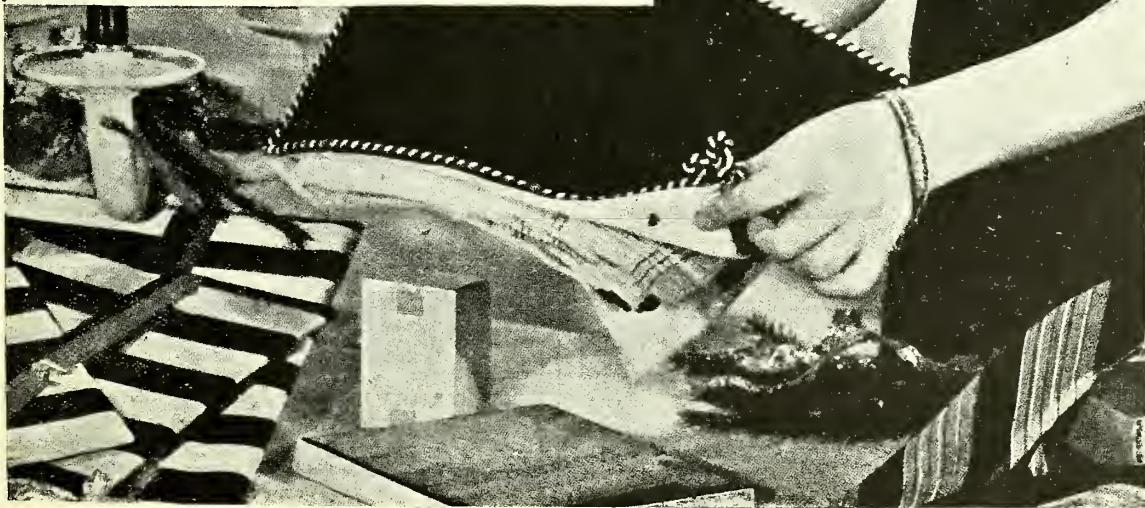
Dealers and Wholesalers should write for FREE SAMPLES and Trade Terms.

**LONDON & PROVINCIAL FACTORS LTD**  
146 THEOBALDS ROAD LONDON W.C.1.  
and at 16 Withy Grove, Manchester.

# PART OF THE MAW SERVICE

- The Meritor Christmas List with its branded range of famous Meritor Products is the answer to your search for better Christmas profits.
- It contains all that is gay and gifty in Vanities, Puffs, Sprays, Powder Bowls, Zipperkits and many other good-to-give items.
- You will be able to score whilst Disney's Snow White masterpiece is playing to millions, with Snow White Toothbrush Holders and Brushes, Snow White Soap Figures and Snow White Terra Cotta Ornaments.
- A simple price code enables you to show the list to your customers and guaranteed minimum retail prices protect your profit.
- Meritor Gift Lines are not over distributed and most of them are exclusive. The packaging is superb !
- After planning to help Chemists to increased Christmas sales for five years our programme is unique. The Meritor range of gifts has no competitor.

MAW



The Outstanding Bronchial Pastille of Recognised Merit and Popularity

# VOX BRONCHIAL PASTILLES



#### ATTRACTIVE DISPLAY MATTER

8-lb. lots 2,6 per lb. 14-lb. lots 2/3 per lb. 28-lb. lots 2/- per lb.  
With Free 2-lb. Counter Glass Show Jar.

#### ATTRACTIVE WINDOW DISPLAY MATTER

12 doz. 2-oz. Cartons, 2 doz. 4-oz. Cartons, free per 28 lb. The formula is printed on every carton. Special quotations for 56-lb. and 1-cwt. lots.

#### VOX PASTILLES in Tins

Small 4/6 per doz., 48/- per gross. Large 8/6 per doz., 96/- per gross

# THOS. GUEST & CO. LTD.

Manufacturing Chemists, CARRUTHERS ST., MANCHESTER 4 London Warehouse: 15 & 16 Jewry St., E.C.

Chemists!  
cash in on  
Christmas Cards

*Why give the trade to Stationers & 6d. Stores?*

**THE PLAN** Your customer's favourite negative to be sent us through you for developing and mounting on a Xmas card background. The only 'D. & P.' Xmas Card that is a proved seller.

**THE PUBLIC** For only 3d. each or 2/6 a dozen they get an intensely PERSONAL GREETINGS card which no one else can have.

**AND YOU** A real self-selling Xmas line — no stocks to carry . . . sustains your summer 'D. & P.' trade with full 33½% discount.

*Get your customers now while photo-minded!*  
Write for details and advertising matter

**PHOTOCRAFTS LTD**

CHEMISTS' PHOTOWORKS

TEAM VALLEY TRADING ESTATE, GATESHEAD-ON-TYNE  
Low Fell 76584



# LIVERPOOL SCHOOL OF PHARMACY

2 Blackburne Place, L'pool, 8  
Principal: H. Humphreys-Jones  
F.I.C., F.C.S., Ph.C.

Preparation for the  
PRELIMINARY SCIENTIFIC  
& QUALIFYING EXAMINA-  
TIONS OF THE PHAR-  
ACEUTICAL SOCIETY.

SESSION STARTED OCT. 10  
also Revision classes

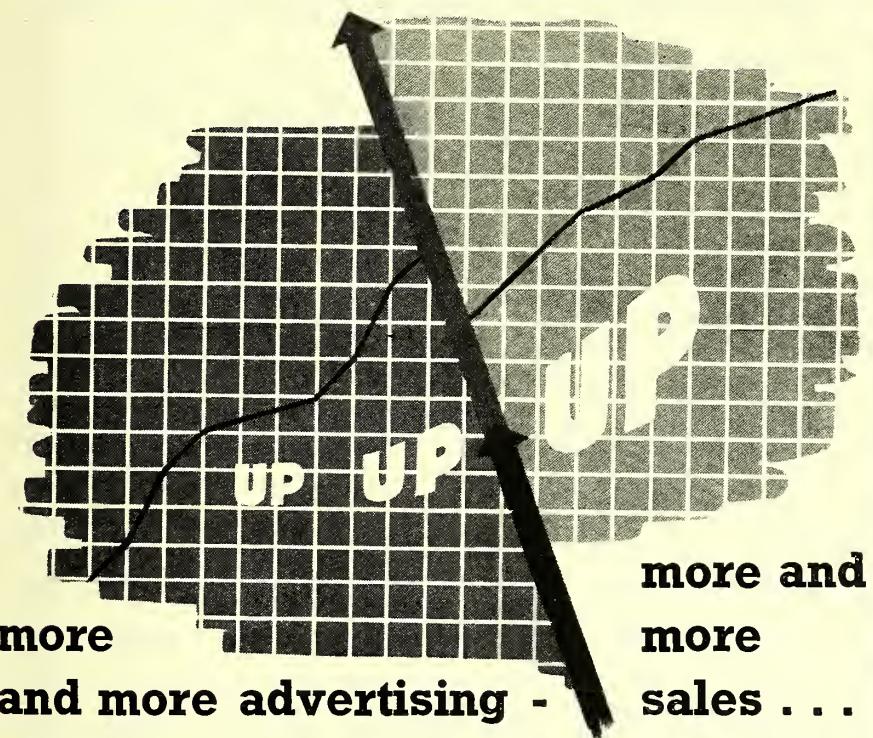
*Full particulars from Principal*

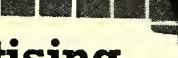
# YOUR XMAS WINDOW DISPLAY!



DO NOT MISS  
KING'S 1938  
XMAS LIST  
64 pages in colour,  
illustrating the most  
brilliant, unique and  
comprehensive range  
of seasonal display  
material.

ASK FOR LIST No. 2061C POST FREE ON APPLICATION  
J. C. KING LTD., 42-60 Goswell Road, LONDON, E.C.1  
PHONES: CLERKENWELL 2316 (PRIVATE BRANCH EXCHANGE)



**more**  **more**  
**and more advertising -** **sales . . .**

Never before has there been such a widespread publicity effort for Liverpool Virus as that now being conducted. Large space press advertising in no less than 80 national, provincial and trade papers. Cash in on the boom demand. We will help you. Liverpool Virus is given prestige by virtue of the fact that it is a scientific bacteriological product.

Its distribution is handled by the Chemist trade. It is essentially the Pharmacist's own rat and mouse exterminator.

# NEW COUNTER DISPLAYS

New containers are now supplied for holding and displaying three 2/6 jars and six 1/6 jars. Place your orders **now**.

## ***The Safe Rat and Mouse destroyer***

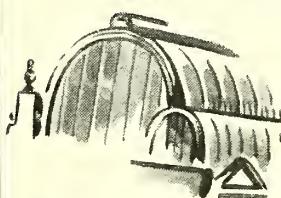
★ Attractively coloured, this new container for the 1/6 jars makes a fine display.

# LIVERPOOL VIRUS

★ Here you see tiny reproductions of typical press advertisements. The larger one is strongly illustrated...the smaller one from a special and separate campaign of "Editorial" advertisements.

★ This showcard grips the interest of customers in the shop. Strong, direct, and colourful it sells on sight. Send right away for as many as you wish.

## AT OLYMPIA



★ Liverpool Virus are having a stand at the Women's Fair, Olympia. Another powerful blow for Publicity. Women are especially "mouse-conscious." More good-will for Liverpool Virus.



Telephones { ROD 3874  
ROD 3875  
ROD 3876  
Telegrams : USHENSPUNA,  
LONDON.

APPEARANCE SELLS QUALITY TELLS

# DENFIX

REG. TRADE MARK

Sells ... 7½d. and 1/3 each  
Costs ... 4/6 " 7/6 doz.

## SPUN OINTMENTS

WE can't make you buy the  
finest Ointments

BUT we can make the finest  
Ointments for you to buy

**ROBT. BLACKIE** Shen Works  
MELON ROAD  
LONDON, S.E.15

# WARDONIA



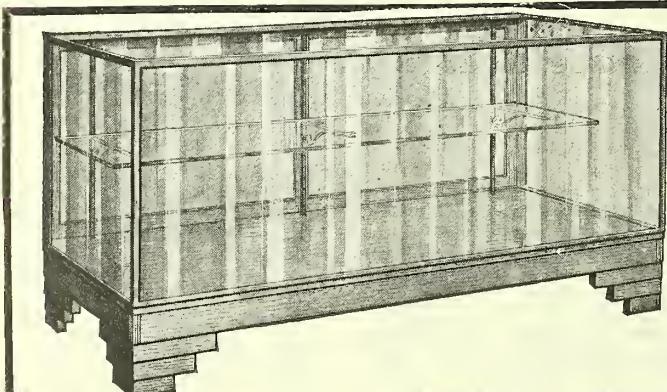
THOMAS WARD & SONS LTD. WARDONIA WORKS, SHEFFIELD.

WE HAVE BEEN FITTING PHARMACIES  
FOR OVER 50 YEARS IN ALL PARTS OF  
OUR EMPIRE.

**H. MILLS & SONS Ltd.**  
CHEMISTS' SHOPFITTERS  
AND SHOPFRONT MANUFACTURERS  
163-5 OLD STREET, LONDON, E.C.

Let us design your Pharmacy.  
Always a Large Stock of New and Second-hand Fittings.

SEND US YOUR ENQUIRIES.



## BUY DIRECT from THE ACTUAL MAKERS

No. C.D. 5260R. Glass Counter. 6 ft. long  
x 3 ft. high x 2 ft. deep. Glazed 1-in. drawn  
plate glass, sliding glass doors at back. One  
row of 12-in. glass shelves.

Polished Light Oak, £8.15.0  
Mahogany finish . . . £9.0.0

Carriage extra

May we send you our latest 84-page Catalogue  
No. CD 1820?

**DUDLEY & COMPANY LTD.**  
451 Holloway Road, London, N.7  
City Showrooms : 65 FORE STREET E.C.

# BLACK MAGIC

## TABLETS OF CASCARA SAGRADA TWO GRAIN

TWELVE TABLETS  
IN EACH  
TUBE

2/-

TWO DOZEN  
TUBES IN  
DISPLAY STAND

OBtainable ONLY THROUGH WHOLESALE HOUSES  
WHOLESALE HOUSES ONLY SUPPLIED BY  
EDWARD HACK, 72 RED LION STREET, LONDON, W.C.1

## ★ DISEASES and REMEDIES

Entirely up-to-date

1936 7½ Edition

Revised and brought up to date, "Diseases and Remedies" provides a host of Formulas which are in accordance with the foremost medical opinion. Reference is made easy and rapid by the alphabetical arrangement of diseases. Remedies and treatments are thus promptly found.

You can secure a copy by return of post for remittance value 7s. 10d. to The Publisher.

The

**CHEMIST AND DRUGGIST**  
28 ESSEX STREET, STRAND, LONDON, W.C.2



## Legato FOOT LOTION

There is a big demand ready for an efficient Foot Lotion at a popular price



**and here it is**

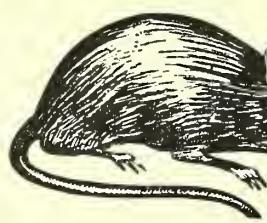
It can be confidently recommended to give relief to hot, tired and aching feet.

It is an advertised line, and it shows full profits on resale.

**PRICE** 24/- dozen bottles, subject to Trade discount.

*Impregnated Foot Supports—  
Ladies' 1/9, men's 2/- per pair.*

From Legato Foot Products,  
117 High Street, Streatham,  
S.W., or your usual wholesaler.



# RATS



# AND MICE

KILL THE PESTS WHICH DO YOU SO MUCH DAMAGE

We do not, for one moment, suggest there are no other good Vermin Killers on sale to-day—but we do honestly believe we are offering you the choice of the two very best there are, and we have had over 80 years' experience.



## BATTLES LIQUID RAT EXTERMINATOR

Battles in Bottles

Prices :  $\frac{1}{4}$ -pint 1/6,  $\frac{1}{2}$ -pint 2/9, 1-pint 5/-

Harmless to human beings, horses, cattle, sheep, poultry and domestic pets

## BATTLES MICE KILLER

Battles in Packets.

Prices : 5d., 9d., 1/3, 2/6, 5/-

These are two different preparations, but both are 100 per cent. effective

**MADE BY BATTLES LTD., STONEBOW, LINCOLN, ENGLAND**

Continuous and Steadily Advertised Goods  
FOR DESTROYING RATS AND MICE

## DANYSZ VIRUS

Retail Price (Protected)	Net Wholesale Price
Virus for Rats and Mice, single tube, 2/- ..	15/- per doz.
3 tubes, 5/- ..	
Virus for Mice only .. single tube, 1/6 ..	9/- ..
3 tubes, 3/- ..	

Date-expired tubes returned to us postage paid will be exchanged free of charge.

## Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Bottles 6/- each ..	4/6 each
4/6 ..	3/9 ..

## HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33 $\frac{1}{3}$ % Cash with Order.

Retail	Monthly A/e	Cash with Order
1/2 gall. tins .. 10/- ..	7/6 ..	6/8 ..
1 " .. 18/- ..	13/6 ..	12/- ..
5 " .. 80/- ..	60/- ..	53/4 ..

## DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices
In cartons 9d. each ..	6/9 per doz.
1/6 ..	13/6 ..
3/- ..	27/- ..

Danzo Beetle Powder will not deteriorate by keeping.

**CARRIAGE PAID ON ALL ORDERS.**

*To be obtained from*

**HALLER LABORATORIES, LTD.**

325 Borough High Street, LONDON, S.E.1

Telegrams: "Virudana, Sedist, London." Telephone: Hop 2717

## NICOTINE INSECTICIDES (PART 2 POISON)

Nicotine 95-98%; Nicotine Sulphate 40%.  
Nicotine Fumigants (Shreds, Compound, Rolls).  
"Lyce-Deth" (A Super Poultry Perch Paint).  
Nicotine Washes (Nico Soap, etc.).  
Nicotine Dusts, 2%, 3% or 4% grades.

Apply for particulars to:  
**J. D. CAMPBELL NICOTINE MANUFACTURER**  
17 LUND STREET, MANCHESTER 16

## HARVEY'S Horse Remedies

P.A.T.A.

Protected Prices.

THESE Remedies are used in most of the Training Stables, Stables of Masters of Hounds, and by many thousands of the best Private Horse Owners in the United Kingdom and Abroad.



Supplies through all Wholesale Houses.

**HARVEY & CO. (DUBLIN), Ltd., DUBLIN**

# Richardson's TABLETS

Specialists in the  
manufacture of Tablets  
and Pills since 1793



ALSO MAKERS OF  
PHARMACEUTICAL CHEMICALS  
ALOIN, SCAMMONY RESIN,  
GALENICALS, SALINES,  
EMULSIONS, CAPSULES

WHOLESALE & EXPORT ONLY

**JOHN RICHARDSON & CO.**  
(LEICESTER LTD.)  
*Manufacturing Chemists*  
**EVINGTON VALLEY ROAD, LEICESTER**

SEAMED & SEAMLESS

SURGICAL  
ELASTIC CO.  
HOSE

TRUSSES

BODY BELTS

SUNDRIES

FOR SPECIAL  
GARMENTS MADE TO  
MEASURE WE MAINTAIN A  
24 HOUR  
SERVICE

Permit us to quote you

SURGICAL HOSEY CO., LTD

RUSSELL ST. NOTTINGHAM :

PHONE: NOTTINGHAM 75903  
GRAMS: SURGICAL NOTTINGHAM

THE SIGNATURE THAT COMMANDS CONFIDENCE

**RENDELLS**

In an overwhelming majority of homes where parenthood is accepted as a serious responsibility, the signature reproduced in red on every box of Rendells is recognised as a hall-mark of quality and reliability. With confidence born of experience, medical experts and users unite in declaring that Rendells set the highest possible standard of hygiene and efficacy.

**W. J. RENDELL LTD**  
HARDWICK HOUSE, 161/5 ROSEBERRY AVENUE, LONDON, E.C.1



## Our Xmas Gift Display

W.55

For your Xmas Gift requirements, either personal or for resale, we have an extensive display of most seasonable gift items.

You are cordially invited to visit our Showrooms to inspect the large and well-varied range of Perfumes (the latest and most popular makes), Coffrets, Clocks, Brush Sets, Manicure Sets, Sprays, Ladies' Hand Bags, Cut Glass, Pottery Ware · Enamel, Ebony, Pewter, Shell and Silver Goods ; Cameras, etc.

# WOOLLEY'S

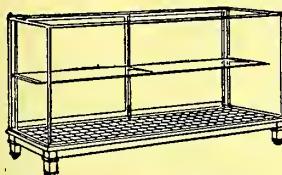
Early attendance is advisable, as many of the items cannot be repeated.

JAMES WOOLLEY SONS & CO., LTD., Victoria Bridge, MANCHESTER, 3

# KING'S

## MODERN PHARMACY FITTINGS

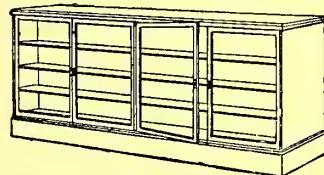
The requirements of a Modern Pharmacy need most careful and minute attention ensuring the correct pharmaceutical atmosphere. After many years of experience, we are in a position to offer you suggestions, and at the same time co-operate in embodying your own personal ideas in the general scheme of fittings. No matter



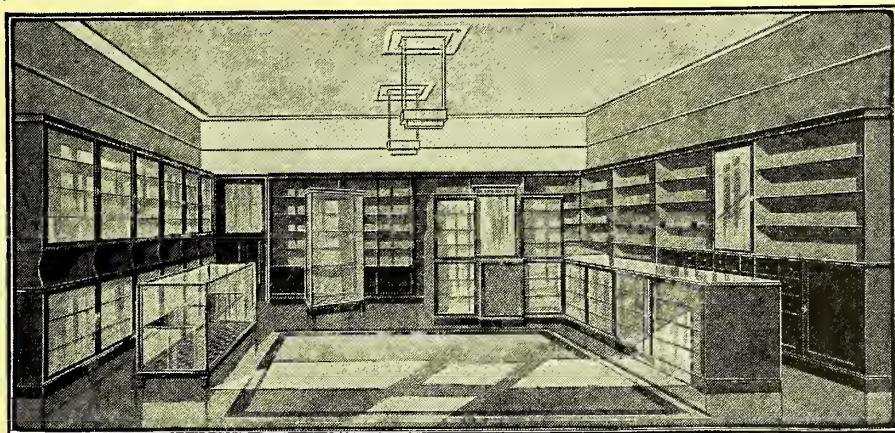
Glass counters with oak or mahogany frames from £6 : 15 : 0.

how large or small your intended alterations may be, our representative will be pleased to wait upon you and submit estimates, etc.

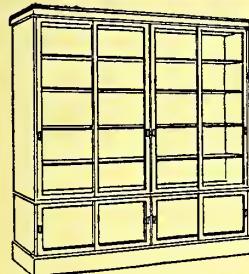
We would welcome a visit from you at our Showrooms, where a Complete Range of Modern Fixtures is always on view.



Glass fronted counters with oak or mahogany frames from £8 : 5 : 0.



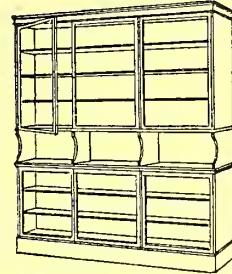
A Pharmacy can now be equipped with a Complete Range of Modern Fixtures from £75 : 0 : 0. We will be pleased to submit sketches for your approval without obligation.



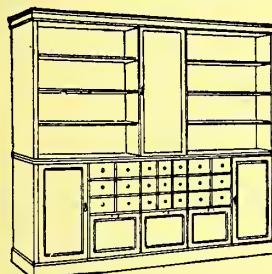
Wall showcase with oak or mahogany frame from £14 : 0 : 0.



Silent salesman showcase.  
Oak or mahogany frame from £9 : 0 : 0.

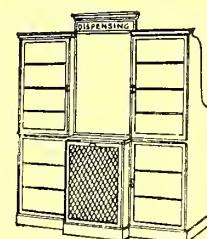


Wall showcase with oak or mahogany frame from £13 : 10 : 0.



Drug run with oak or mahogany frame from £21 : 15 : 0.

We have just published a New 100 page Illustrated Catalogue of Fixtures and Display Fittings No. 1013 which we will be pleased to forward post free on application



Dispensing screen with oak or mahogany frame from £15 : 0 : 0.

**J. C. KING Ltd.,**  
Modern Shopfitters,  
**42-60 GOSWELL ROAD,**  
**LONDON, E.C.1.**



BEAUTIFUL  
*Glassware*

We create and manufacture high quality  
glassware for cosmetics and perfumery

WOOD BROS. GLASS CO. LTD.

ESTABLISHED 1828

BARNESLEY

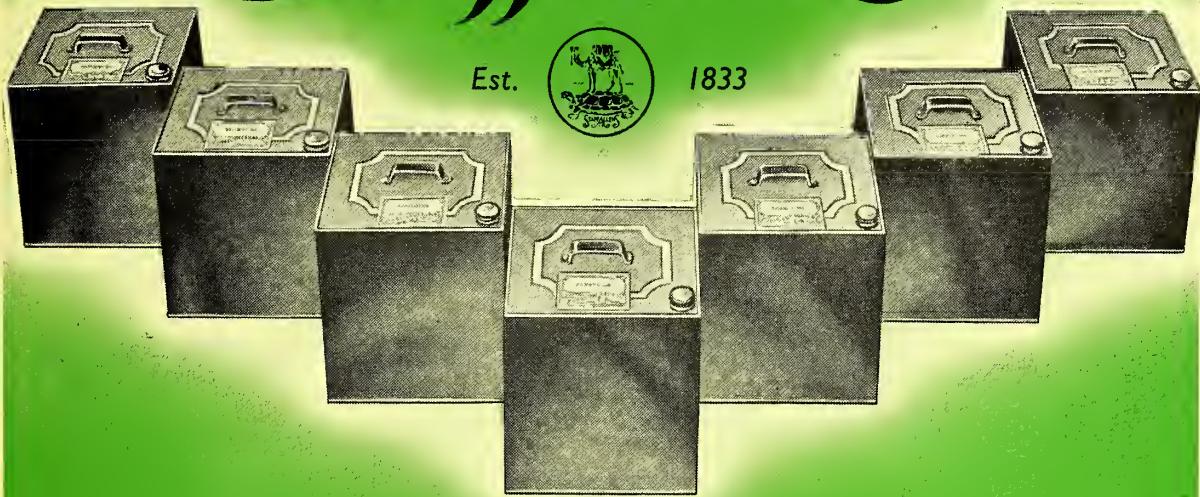
ENGLAND

# Staff Allen's

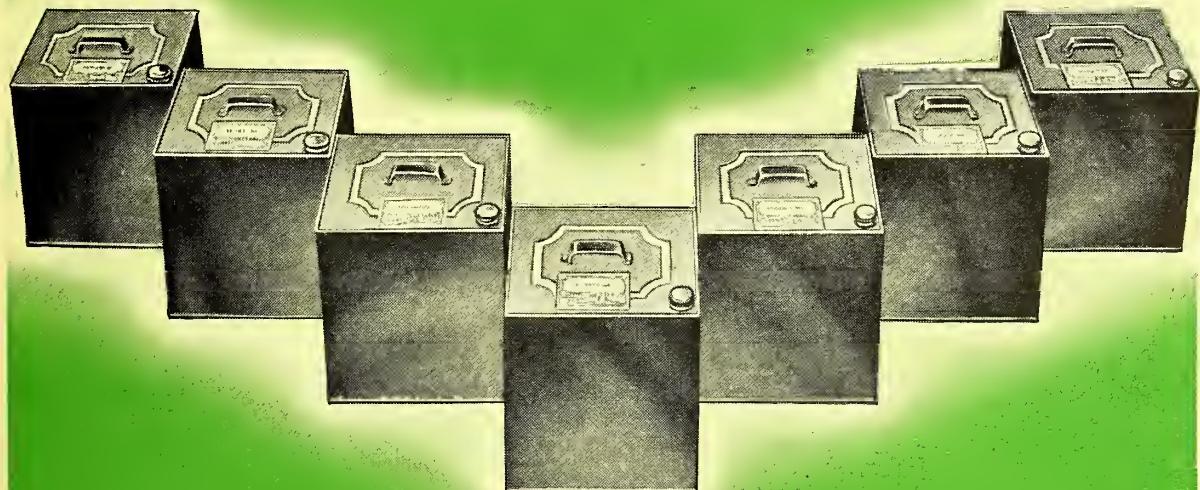
Est.



1833



## ALMOND OIL AND APRICOT KERNEL OIL



**STAFFORD ALLEN & SONS LTD.**

20-42 WHARF ROAD, LONDON, N.1



## "Good *Nights*— are Good *Business*

The time to say "Good night" is also the time for North British Hot Water Bottles to appear. Strong, reliable, attractively presented—they sell quickly with a minimum of effort on your part. You just need to show them. Order from your wholesaler.

# NORTH BRITISH

## Hot water bottles

**UNIQUE.** A fabric bottle with the greatest reputation in the world for real wear. In Drab or Red. Packed in envelope.

SIZE	RETAIL	TRADE
6 x 10	4/11	3/3
8 x 10	5/6	3/8
8 x 12	5/11	3/11½
10 x 12	6/11	4/1½

P.A.T.A. Price-Protected.

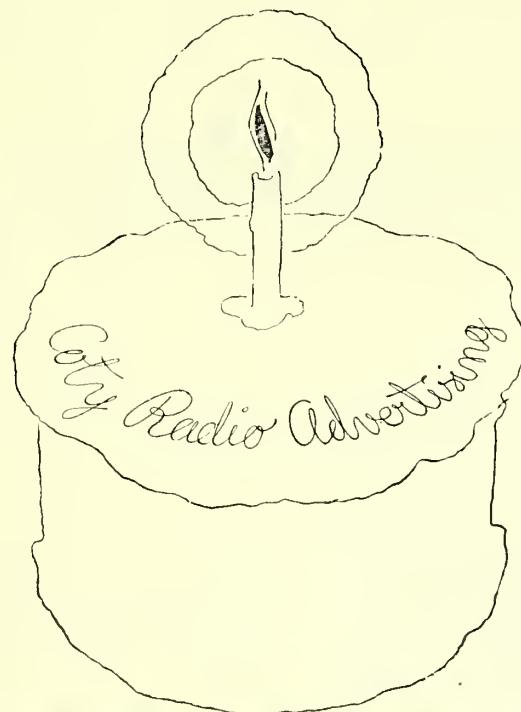
**POMPADOUR.** A new de luxe bottle, in Blue, Green or Red. Packed singly in decorated box. Retail Price - - 4/11 each. Trade Price - - 3/4 " P.A.T.A. Price-Protected.

**EDINA.** The extension on the filler acts as a handle when filling or, when buttoned over, as a protection to the feet. Obtainable in Blue, Green or Cherry. In transparent envelope. Retail Price 2/11 each. Trade Price 1/11½ each. P.A.T.A. Price-Protected.

**SUPER.** A strong bottle, obtainable in Blue, Green or Cherry. Packed in transparent envelope. Retail Price - - 3/11 each. Trade Price - - 2/6 " P.A.T.A. Price-Protected.



MADE IN EDINBURGH BY THE NORTH BRITISH RUBBER CO LTD

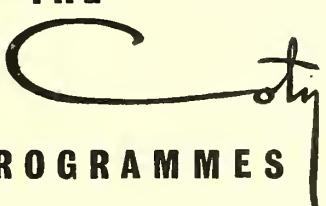


## NOW 1 YEAR OLD — and doing better every week!

COTY radio advertising is no longer an experiment. For more than a year it has gone on — every week proving itself more and more successful in shifting goods from dealers' shelves. For Coty "Air Spun" powder nearly 60 Sunday programmes have been broadcast from Radio Luxembourg, plus 10 on week-days. 35 have been broadcast from Radio Normandy. John Goodwood, the Astrologer featured in this programme, has won the interest and friendship of millions of listeners — friendly interest that is making hundreds of new users for Coty "Air Spun" every week.

In addition, the *Coty Charm School* is now broadcast from Luxembourg every Monday afternoon. This attractive new programme features Coty Foundation Cream, Avocado Beauty Milk and other products. Already results show that its effect on sales will be as striking as that of the "Air Spun" powder programme. Tie up with it by displaying these products prominently.



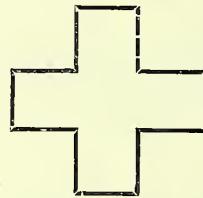
LISTEN TO THE  
  
 RADIO PROGRAMMES

RADIO LUXEMBOURG, SUNDAYS AT 12.15 P.M., MONDAYS AT 4.15 P.M.  
 COTY HOUSE, 3 STRATFORD PLACE, W.1.

# CUSSONS' 6<sup>D</sup>



WHITE



CROSS

## Baby Powder

- Packed in attractive  $\frac{1}{4}$  doz. display outers
- Quality unchanged
- Trade Discount 33 $\frac{1}{3}\%$

Wholesale enquiries direct to CUSSONS

THE IDEAL POWDER FOR TOILET  
AND NURSERY USE

**CUSSONS SONS & CO. LTD.**

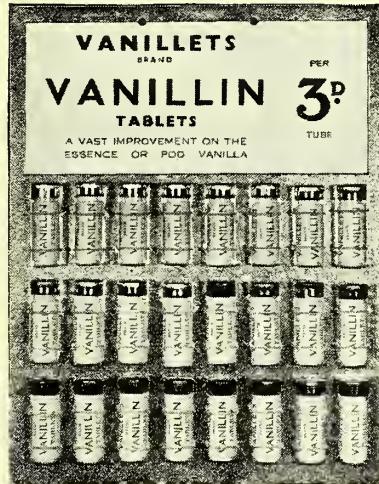
KERSAL VALE, MANCHESTER

London Showrooms: Norwich House, Southampton Street, High Holborn, W.C.1

# TREMENDOUS SUCCESS OF

# 'VANILLETS'

★ A GREAT IMPROVEMENT ON THE ESSENCE OR POD VANILLA



HANDY  
◆  
ECONOMICAL  
◆  
ALWAYS READY  
TO HAND  
◆  
NOT MESSY  
NOR WASTEFUL



Will be welcomed by every housewife, cook and caterer

Used in cakes, milk puddings, custards, buns, trifles, cold sweets, steamed puddings, etc., they give a subtle distinction that is not equalled by anything else.

3d. Tubes of 12 VANILLETS - 24/- per gross  
(2 doz. on a card)

1/- Bottles of 60 VANILLETS - 8/- per doz.

• Carriage paid on orders of 10/- or over.

### SPECIAL OPENING OFFER

With an order for VANILLETS value £1.0.0 we will give you  
FREE a card of 2 dozen 3d. Tubes.

Consider the profit this shows . . .

6 dozen 3d. VANILLETS	sell at .....	18.0	cost	12.0
1 " 1/- "	" .....	12.0	"	8.0
2 " 3d. "	" .....	6.0		FREE
		£1.16.0		£1.0.0

Carriage paid

★ Here is a product that sells and brings repeat orders ad infinitum  
Sole Makers :

**THOMPSON & CAPPER WHOLESALE LTD.**

Speke Hall Road • Liverpool • 19

THE  
"Lady Nicotine"  
Regd.  
A popular Ladies' Brush



W. R. TILBURY & SON  
47 Frampton Park Rd., London,  
Est. 1880  
E.9

THE MODERN CHEMIST

— Fittings by —

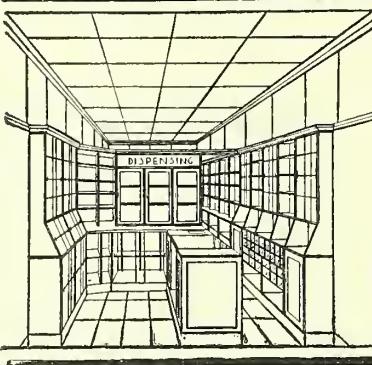
**D. MATTHEWS  
& SON, LTD.**

The  
Liverpool  
Shopfitters

14/16 Manchester St.  
LIVERPOOL 1

Established 1848

Phone: Central 2694/5



## "VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes  
GUARANTEED ABSOLUTELY PURE

**MIDGLEY & PARKINSON, LTD.**  
Warren Works, Pudsey, LEEDS

## URICURE TABLETS

REGD.

The Greatest of all Rheumatic remedies  
A LINE THAT ONLY CHEMISTS CAN SELL

1/3 size, 7/-; 3/4 size, 17/6; 5/- size, 25/- per doz.  
The Acton Pill & Tablet Co. Ltd., Ash Vale, Surrey

OWN NAME COSMETICS  
PACKED OR BULK

An extensive specialised experience is at your service. Keenly interesting prices are worth investigating. Ask us to quote. Strictest confidence.

THE LABORATORIES, 33 Farringdon Road, E.C.1

Display Cards and Cartons of 1 doz. od. Tubes. Display Cartons of 1 doz. 1/- Tubes. Aluminium Containers 2/6.  
APPLIED BEFORE WORK.

Also  
OINTMENT  
In Tubes  
6d. & 1/-

**ROZALEX**  
KEEP'S HANDS CLEAN

PREVENTS  
CHAPPED  
HANDS

From wholesaler or direct. Show matter and literature supplied on request to  
ROZALEX LTD., CROSS STREET, MANCHESTER

## SHOP FRONTS & INTERIOR FITTINGS

Write or phone for Representative to call

Estimates Free

Illustrated catalogue of Interior Fittings on Request

**F. MAUND & E. BERG (Showcases) LTD.**  
Shopfitters & Shopfront Builders  
175/9 OLD ST., LONDON, E.C.1 Phone: Clerkenwell 1782/3

## AYRTON-GRAHAM LTD.

Designers and actual manufacturers of

## FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.  
ALL GOODS OF BEST QUALITY  
AND FINISH AT LOWEST RATES  
Competent Fitters sent to all parts.

24 BENSON ST., LIVERPOOL

## BUY CRITCHLEY'S RASPBERRY VINEGAR

Guaranteed to contain nothing but fresh fruit juice  
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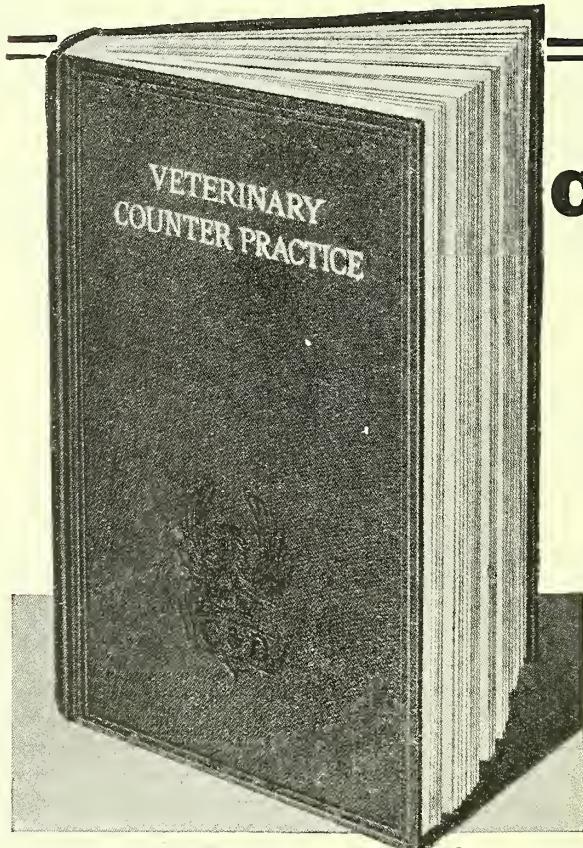
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## News of the Week

### Business Changes

YARDLEY & Co., chemists, Romford, are shortly opening a branch at Chase Side, Southgate, London, N.14.

MR. BERNARD D. CAMERON, M.P.S., has taken over the business of Mr. M. S. Andrews, M.P.S., 52 Bridge Street, Pinner.

HEDLEY PRICE, LTD., chemists, Bristol, have purchased the business of the late Mr. W. H. Dunford, M.P.S., 10 North Street, Bristol, 3.

A. E. HERINGTON & Co., chemists' sundriesmen, 49 Stafford Street, Birmingham, 4, are removing to 29 Smirrells Road, Hall Green, Birmingham, 28, on October 31. Telephone No. SPR. 2687.

### Proprietary Articles Trade Association

ADDITIONS TO PROTECTED LIST.—Optrex, Ltd., Famel cough syrup, 1s. 6d., 14s. 5d. doz., 3s., 28s. 10d. doz. Additional 5 per cent. on orders of £1 to £3, 7½ per cent. on orders value £3 and upwards. Optrex and Famel cough syrup, quantity discounts are allowed on orders assorted as to size and/or product.

ALTERATIONS.—Thomas Harley, Ltd., Mascot liquid inhalant.—During November a bonus of one extra tin to the dozen will be allowed on minimum orders of one dozen. Optrex, Ltd., Optrex eye lotion, 2s., 18s. doz.; 3s. 6d., 31s. 6d. doz.; 8s., 72s. doz. Additional 5 per cent. on orders of £1 to £3, 7½ per cent. on orders £3 and upwards.

### Birmingham

OPENING MEETING.—The inaugural meeting of the Birmingham Pharmaceutical Association took the form of a supper-dance at the Botanical Gardens, Edgbaston, on October 19, when members and their friends were received by Mr. E. W. Mann, B.Sc., F.I.C., president, and Mrs. Mann. Mr. Mann gave some of the details of the programme arranged in connexion with the visit to Birmingham of the British Pharmaceutical Conference in July 1939, and appealed for support. Mr. S. C. Blore reminded the company of a draw in aid of the Pharmaceutical Society's Benevolent Fund, for which five valuable voucher prizes have been provided, the first, value £5, by the president. The vouchers were won by:—(1) Messrs. D. Jackson & Sons, Ltd.; (2) Mr. H. Thomson; (3) Mrs. Collyer; (4) Mrs. J. E. Walsh; (5) Mr. J. Crossley. Dance prizes were won by:—Mrs. Collis, Misses Jones, Wood and Williams; Messrs. Billington and Rogers.

### Blackburn

SCHOLARSHIP AWARDS.—Blackburn Higher Education Committee have awarded to Thomas J. Beagan a scholarship in pharmacy at Manchester University of the value of £50 for one year, and a similar scholarship to Frank H. Johnson, tenable

at Manchester University and of the value of £45 per annum for two years.

OFFER OF SERVICES.—The committee of the North-East Lancashire Branch of the Pharmaceutical Society decided, at a recent meeting, to place the services of pharmacists at the disposal of local health authorities for first-aid work. A letter to this effect has been sent to the Medical Officer for Blackburn, who has expressed appreciation. Those pharmacists who are capable of giving air-aid precautions first-aid instruction have agreed to act as teachers at special classes which are being held at Blackburn. In a statement to the members Mr. Frank Gillibrand (secretary) expressed the hope that every pharmacist will co-operate to make their help more valuable to the authorities, and adds: "There is little doubt the medical officer will allocate certain duties to chemists immediately the special course is complete, and the committee trust every member will make himself competent to fulfil any duties he may be called upon to undertake."

### Chesterfield

THE PHARMACEUTICAL SOCIETY'S ACTIVITIES.—The following officers were elected at the annual meeting of the Chesterfield Branch of the Pharmaceutical Society on October 20:—Chairman, Mr. W. F. Croft; Treasurer, Mr. T. H. Bradley; Secretary, Mr. S. C. Greaves. Mr. G. R. Knox Mawer addressed the meeting on the work of the Council of the Society and the problems it has to face. He spoke also on the Benevolent Fund, War Auxiliary Fund, the Society's new building, relations with the Home Office, shops inspection, and the decline in number of apprentices. A discussion followed, and a collection for the Benevolent Fund amounted to £1 3s.

### Exeter

ANNUAL MEETING.—The annual meeting of the Exeter Branch of the Pharmaceutical Society was held on October 19, Mr. A. C. Milton in the chair. The annual report and financial statement were adopted and the following officers were elected for the ensuing year:—Chairman, Mr. A. C. Milton; Vice-Chairman, Mr. W. A. Burnage; Treasurer, Mr. J. Harris; Auditor, Mr. E. W. Hodge; Secretary, Mr. F. Southerden; Social Secretary, Mr. A. C. Milton; Committee, Messrs. W. R. B. Arnold, F. E. Battershill, G. A. Clarke, F. Dyson, M. T. Foster, A. T. Hayward, J. W. Lake, I. R. Phillips, P. F. Rowsell and C. J. Symes. Reports of the British Pharmaceutical Conference at Edinburgh were given by the three representatives attending, Messrs. W. R. B. Arnold, C. Huxtable and P. D. Rowsell. Membership of the Branch has risen to 209, with seven student associates and twenty-nine

### CONTENTS

See p. 481

apprentices attached to the Branch. It was decided to hold the annual whist drive and dance on January 11.

### Eastbourne

ANNUAL MEETING.—The fortieth annual meeting of the Eastbourne Pharmacists' Association was held on October 11, when Mr. Henry C. Browne was re-elected President for the eighth time in succession. Mr. G. C. Harmer (*Vice-Chairman*) and Mr. D. Marchant (*Secretary*) were also re-elected. A talk on air-raid precautions was given by Dr. John Fenton (assistant medical officer of the borough), who gave an account of the various types of gases used. He thought the pharmacist would best serve the public by remaining in his shop, obtaining A.R.P. book No. 3 and helping to prevent panic.

### London

NOTIFICATION OF RHEUMATISM.—Under the title of Holborn (Acute Rheumatism) Regulations, 1938, the Minister of Health has issued draft regulations (H.M. Stationery Office, Kingsway, W.C.2, 1d.) regarding the notification in the Borough of Holborn of acute rheumatism. This is defined as occurring separately or together in a child under the age of 16 years:—(i) rheumatic pains or arthritis, if accompanied by a rise of temperature; (ii) rheumatic chorea; (iii) rheumatic carditis.

SUPPER AND WHIST DRIVE.—The Western (London) Pharmacists' Association opened the winter season on October 20 at Stewart's Restaurant, Bond Street, with a supper and whist drive. About one hundred were present, and were welcomed by the president, Mr. H. C. E. Glover, and Mrs. Glover. The company included three members of the Pharmaceutical Council: Mrs. Irvine, Mr. J. R. Melhuish and Mr. J. C. Young. Prizes were won by the following: *Ladies*, Miss Martin and Mrs. Swan; *gentlemen*, Miss G. Hindes (playing as gentleman) and Mr. Tallett. Arrangements were made by Mr. Frank Noble and Mr. Clifford Evans.

SOUTH-WESTERN DINNER-DANCE.—Mr. William Atkinson threw down the gauntlet to the Pharmaceutical Society's Council at the annual dinner of the South-West London Chemists' Association, when, as vice-president of the Association, he proposed the toast of the Society. He urged that resolutions approved by branch representatives at the annual British Pharmaceutical Conference by not less than a two-thirds majority should be binding on the Council or, alternatively, should be submitted to a referendum of members. A resolution to this effect was, he disclosed, to be put forward by the Association for the next Conference. The Society had been democratic in its foundation and should remain democratic. Mr. Deacon (vice-president, Pharmaceutical Society), who replied, took up the challenge. The Council, he declared, was still democratic in outlook. Only that morning they had been in session to consider, democratically, with the five additional nominees, the Code of Ethics put forward at the Conference. There was, unfortunately, a lack of appreciation by the public of the value of the pharmacist's qualification. It was important that an effort should be made to remedy this. Pharmacists should also aim at greater co-operation with the doctors. The next toast was "The South-West London Chemists' Association," proposed by Mr. A. R. Melhuish (a member of the Society's Council), who recalled that it was the third occasion on which he had performed the function. In his reply, Mr. H. R. Edgecombe (president) referred "with humility and a deep sense of responsibility" to his predecessors in office. The Association he described as "one of the best." It had supplied the first chairman of the London Pharmaceutical Committee, the chairman for the first year of the then Retail Pharmacists' Union, the first and second lady members of the Society's Council. During the evening, sports trophies won during the season were presented as follows:—MAW'S INTER-ASSOCIATION SHOOTING SHIELD.—*Team*, Messrs. J. Inglis (captain), A. Garden, B. Brook, E. N. Browne, G. Watt, J. Sim, E. Harvey. SOUTH-WEST CHALLENGE SPORTS CUPS.—Replica for 1937, *gentlemen*, Mr. J. Inglis; *ladies*, Mrs. D. A. Rees. WINNERS FOR 1938, CUP AND SILVER MEDAL, *gentlemen*, Mr. J. Inglis; *ladies*, Mrs. J. Inglis; bronze medal (runner-up), *gentlemen*, Mr. E. N. Browne; *ladies*, Mrs. D. A. Rees. KEALL CUP FOR SHOOTING.—Spoon for last year's holder (on relinquishing cup), Mr. A. Garden.

### Manchester

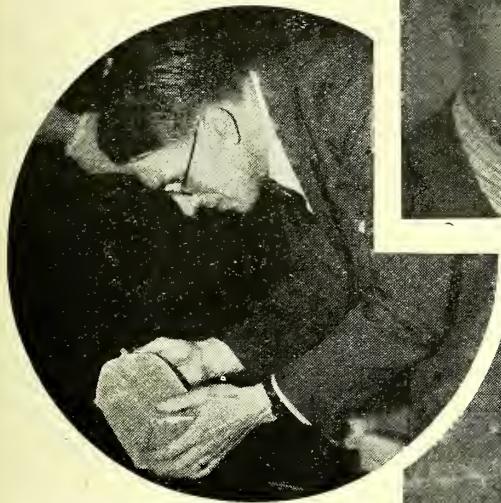
PRESENTATION OF PRIZES.—Speech day, organised by the Manchester Pharmaceutical Association, was held on Octo-

ber 20, the president (Mr. G. V. Tyler) in the chair. Mr. H. Brindle, B.Sc., reporting on the pharmaceutical department at the University, said the school had again been filled to capacity and entry for the higher examinations had been gratifying. Arrangements had been made with other departments, particularly chemistry, whereby a student could take pharmacy and honours chemistry degrees in four years. This was admittedly a strenuous and difficult course, and open only to exceptional students; three students had begun this combined course. The department had now five laboratories for research, and all available accommodation was being used. Mr. Brindle expressed indebtedness to James Woolley, Sons & Co., Ltd., for founding a research scholarship of £60 per annum, tenable at the University. The results of this research would undoubtedly enhance the prestige of pharmacy. It was the policy of the department to encourage research among the staff and students, and a number of research papers had been published during the year. Prizes won during the session were presented by Councillor R. G. Edwards, Ph.C., J.P., as follows: Books to the value of £3 3s., presented by J. Woolley, Sons & Co., Ltd. (Final B.Sc. and Ph.C. course), Ernest Pedley; books to the value of £3 3s., presented by Hough, Hoseason & Co., Ltd. (Chemist and Druggist course—pharmacognosy and physiology), Joseph Josephson; prize value £2 2s., presented by Oldfield, Pattinson & Co., Ltd. (Chemist and Druggist course—pharmaceutical chemistry), R. W. Dobson; prize, value £2 2s., presented by the president, Manchester Pharmaceutical Association (Mr. G. V. Tyler), (Chemist and Druggist course—pharmacutics), J. Josephson; prize value £2 2s., presented by T. Kerford & Co., Ltd. (Chemist and Druggist course—second highest aggregate marks), Arthur L. Wilcock; prize value £2 2s., presented by the chairman, Manchester, Salford and District Branch of the Pharmaceutical Society (Mr. J. H. Franklin), (best student in the Inter. B.Sc. (Pharm.) course), Fred M. Simons; prize value £2 2s., presented by the Salford Pharmaceutical Association (best student, Preliminary Scientific course, Salford Royal Technical College), T. P. Gregson; prize value £2 2s., presented by the Manchester Pharmaceutical Association (second highest aggregate, final Ph.C. and B.Sc. course), John S. Cannell; silver medal, presented by Mr. James Grier, M.Sc. (highest aggregate in the final B.Sc. and Ph.C. course), Ernest Pedley; silver medal, presented by Mr. Harry Brindle, B.Sc. (highest aggregate, Chemist and Druggist course), Joseph Josephson. Councillor Edwards congratulated the prizewinners on their success and urged those who had recently qualified not to think that their education was finished. Votes of thanks to Councillor Edwards, proposed by Mr. J. H. Franklin, and to the donors of the prizes, proposed by Dr. Bullock, were carried with acclamation. Mr. G. V. Tyler (president of the Association), in his address, compared conditions in the early days of pharmacy with those of to-day. He paid a tribute to the work of the Junior Branch of the Association. A vote of thanks to Mr. Tyler was proposed by Mr. Guir. Miss Roberts, and Messrs. Steinman and Thorpe reported upon the proceedings of the Edinburgh Conference. Finally Mr. H. Brindle (president of the Tennis Club) presented prizes won during the season:—*Cupal cup and replicas*, Mr. and Mrs. R. B. Maskell; *Woolley cup and replicas*, Miss J. Burgess and Mr. G. H. Salter; *President's prizes*, Miss L. A. Mitchell and Mr. R. Ogden.

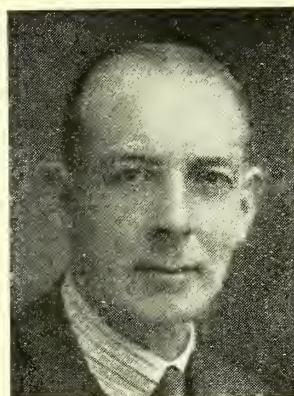
### Norwich

N.P.U. BRANCH MEETING.—The Norwich and District Branch of the National Pharmaceutical Union met on October 19, Mr. Douglas Hunt in the chair. Mr. J. Evans (a member of the executive council) gave an account of "The Activities of the N.P.U., Including the Chemists' Friends Scheme." There were, he said, about 145 branches, but some districts were still not properly served. Advantages of membership were many. Legal advice and representation, free analyses, and the clearing-house system were among them. Third-party claims were often the most valuable part; most of the smaller claims were settled out of court, thus saving the chemist's name appearing in the Press. The speaker was certain that all approved of the C.F. scheme, but it was not always carried out. What they were doing now was really the foundation of a brighter pharmacy in the future. The executive had appointed a full-time organising officer, whose duties would be to act as a connecting link between branches and headquarters; his services were at the disposal of all branches. The C.F. committee was composed of six manufacturers and six members of the N.P.U. and a chairman. Mr. Evans

# News in Pictures

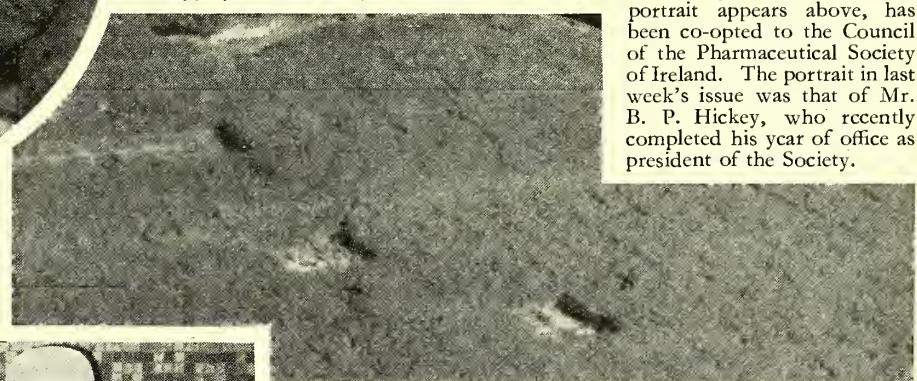


**DISINSECTISATION OF AEROPLANES**  
—Examining cages of mosquitoes killed in demonstration of pyrethrum spraying of Imperial Airways' planes. The spraying is to become a routine treatment for preventing the carrying of disease.



**OFFICERS, PHARMACEUTICAL SOCIETY OF NORTHERN IRELAND**—Messrs. W. Tate (president) and J. Glendinning (vice-president), elected for 1938-9. See pages 471 and 474.

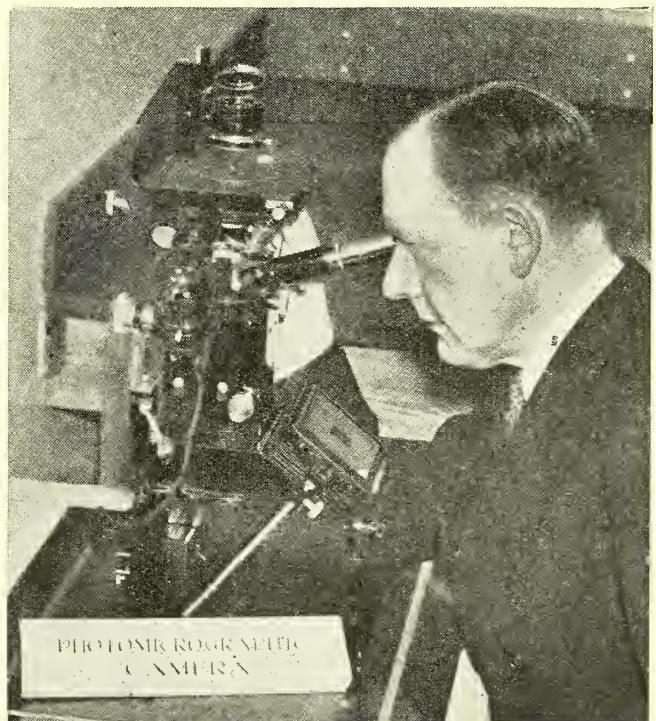
**MR. P. A. BRADY**—As reported in the *C. & D.*, October 22, Mr. P. A. Brady (president, Irish Drug Association), whose portrait appears above, has been co-opted to the Council of the Pharmaceutical Society of Ireland. The portrait in last week's issue was that of Mr. B. P. Hickey, who recently completed his year of office as president of the Society.



**ILICIT OPIUM GROWING**—Plots of the forbidden poppies revealed by aerial photograph in field of ordinary crops in Egypt.



**RHEUMATIC TREATMENT**—Duchess of Kent examines hand-bath treatment of patient at Royal National Hospital for Rheumatic Diseases, Bath, for which extensions are planned.



**WATER EXAMINATION**—Mr. Walter Elliot (Minister of Health) inspects sample of water photographed by photomicrographic camera at new laboratories of Metropolitan Water Board, London.

touched on the working of the Chemists' Mutual Insurance, clearing house and Sickness and Provident Society activities. Several questions were asked and answered. Mr. Coltin proposed, and Mr. J. Cook seconded, a vote of thanks to the speaker.

### Peterborough

**BRANCH AND ASSOCIATION MEETING.**—The annual meeting of the Peterborough Chemists' Association was held on October 20, when the following officers were elected:—*President*, Mr. A. M. Graham; *Vice-President*, Mr. G. W. Dring; *Secretary*, Mr. B. Wright, 26 Queen's Gardens, Peterborough; *Treasurer*, Miss A. M. Smith; *Council*, Messrs. A. Duffield, A. R. L. Evans, A. C. Fowler, H. Stanyon, H. E. Whitwell. Various matters were discussed, including A.R.P., simultaneous displays, and P.A.T.A. and C.F. matters. This meeting was followed by the annual meeting of the Peterborough Branch of the Pharmaceutical Society. The same officers were elected as for the Peterborough and District Chemists' Association, with the exception of *Secretary* and *Treasurer*, to which office Mr. Fred Sturton was re-elected. The two delegates to Edinburgh, Mr. J. F. Prior and Mr. G. Farndell, gave their report of the Conference. This meeting was followed by a high tea, which was attended by a party of thirty members and their friends.

### Portsmouth

**ANNUAL MEETING.**—The annual meeting of the Portsmouth Branch of the Pharmaceutical Society was held on October 19, Mr. H. A. Mecoy in the chair. The treasurer's report showed a credit balance of £20. Reference was made to the loss the branch had sustained by the death of Mr. J. E. Eyres, who had been one of the auditors from the inception of the branch. There are now 226 members and nine student associates attached to the branch. The officers for the ensuing year are as follows:—*Chairman*, Mr. H. A. Mecoy; *Vice-Chairman*, Mr. T. A. Johnson; *Treasurer*, Mr. G. W. Darling; *Secretary*, Mr. F. H. Ruoff; *Auditors*, Messrs. J. Elder and J. W. Rhodes. The ladies' committee has arranged a whist drive in aid of the Benevolent Fund to take place in December, and a dance in January. Mrs. X. Sadler is *President* of the ladies' committee and Mrs. W. L. B. Murray *Secretary*.

### Miscellaneous

**OFFICERS ELECTED.**—At a meeting of the new executive of the Sheffield Branch of the Pharmaceutical Society held on October 24, the following officers were elected:—*President and Chairman*, Mr. H. Antcliffe; *Vice-Chairman*, Mr. W. Wood; *Treasurer*, Mr. C. P. Gilbert; *Secretary*, Mr. E. A. Kirman, 37 Renshaw Road, Sheffield.

**FIRE BRIGADES COMPETITION.**—At Derby, on October 8, the private fire brigade attached to F. W. Hampshire & Co., Ltd., manufacturing chemists, won the Derby Fire Brigades Association Managers Cup in a contest open to private brigades throughout Britain. The competition, which was very keenly fought, was won in record time.

**A.R.P. AND FIRST AID.**—At the opening meeting of the winter session of the Barrow Branch of the Pharmaceutical Society, held on October 12, it was decided that chemists would co-operate with the local A.R.P. officer, who is arranging a course of instruction in A.R.P. and first aid. Other matters discussed at the meeting were the C.F. scheme and local welfare administration.

**PROPOSED PERKIN MEMORIAL.**—A scheme is being developed to erect by public subscription a suitably inscribed seat to the memory of Sir William Henry Perkin, F.R.S. The seat will be erected in Sudbury recreation ground, which faces the site of Perkin's old home. The secretary of the scheme is Mr. A. Nash, Cairn Glenorchy, Harrow Road, Wembley. (An article on the centenary year of Perkin's birth appeared in the *C. & D.*, 1938, I, 303.)

**GOLF.**—The Carmarthenshire pharmacists held their third annual golf meeting at the Carmarthen Golf Club recently. The chief trophy, the Clenyg Jones Cup, was won by Mr. T. J. Morgan, Pontardawe, with a score of 77 net. The runner-up was Mr. Ivor Jones, Skewen. There were thirty-one entries. The president of the meeting, Mr. I. Rowland James, Swansea, entertained all the competitors to dinner. Mr. C. A. Kent, Swansea, took the chair, and in the absence of the donor of the cup, Mr. Clenyg Jones, the cup was presented to the winner by Mr. Naunton Davies.

**INQUEST.**—At Newcastle-on-Tyne, recently, a verdict of "Death due to heart failure through drinking a fatal dose of camphorated oil" was given on James Gordon, who died in the Infirmary. He had kept two bottles at his bedside, one of camphorated oil, the other of cough mixture. There was no light in his room, the bottles were similar, and he drank from the wrong bottle.—A verdict of "Suicide while of unsound mind" was recorded at the inquest at Paddington, London, on October 24, on the body of Dr. Disney H. D. Cran, Holland Park Avenue, W. According to medical evidence there was a hypodermic needle puncture in the thigh. The poison might have been morphine and must have been a very large dose.—At Manchester, recently, a verdict of "Suicide" was recorded at an inquest on Alfred E. Settle, Blackley, an analytical chemist, who swallowed potassium cyanide.—At Hull, on October 18, a suicide verdict was returned at the inquest on Elese Augustus, whose death was due to drinking a quantity of ammonia.

## Irish Notes

### Pharmaceutical Society of Ireland

The following are the results of the October Licence examinations held by the Pharmaceutical Society of Ireland:—*Passed with honours* (arranged alphabetically), James Kevin Daly, Brigid Maria Devine, Robert P. McAdoo. *Passed*: Thomas Quigley. Twenty-one candidates presented themselves for examination.

The Eire Official Gazette "Iris Oifigiul," announces that the Minister for Justice has approved an amendment to the Regulations for the Qualification of assistants recently made by the Council of the Pharmaceutical Society of Ireland, under which Regulation 111 is amended by deleting the words "Successful candidates will be required to pay a further fee of one guinea for registration" and inserting in lieu thereof "Successful candidates will be required to pay a further fee of three guineas on registration." Regulation XVIII is also amended by deleting the words "one guinea" on line 7 and inserting instead the words "three guineas."

### Irish Drug Association

Mr. P. A. Brady presided at the meeting of the Committee of the Irish Drug Association in Dublin on October 17. The Council of the Pharmaceutical Society of Ireland, the Committee pointed out, has for some years past been seriously concerned with the large number of non-members, who despite previous warning, persist in using the title "M.P.S.I." on labels, invoices, press advertisements, etc. The Council, it was pointed out, could not ignore breaches of its regulations and must, therefore, take appropriate action whenever these breaches occur. The Mayo Pharmaceutical Association wrote complaining that 33½ per cent. profit was insufficient on proprietary prescriptions (see *C. & D.*, October 22, p. 438). The Committee considered that in view of the very large number of proprietary prescriptions which did not allow this margin, no action should be taken for the present. The Committee, it was pointed out, was constantly striving to obtain this rate of profit as a minimum on all lines, and to have chemists' lines confined to the qualified channels. It was announced with regret that one manufacturing firm contemplated withdrawing their name from the approved list of manufacturers. The Department of Industry and Commerce wrote requesting a conference to discuss supplies of medicines, drugs, chemicals and sundries required in the event of a war. This matter was deferred until more details are available. Members were asked to discourage sales of small denominations whenever possible. To implement this suggestion it was recommended that in cases of supplies of occasional drugs to the public, members should not make sales of less than 2d. A Dublin firm conducting a toilet and medicinal postal trade throughout the country is the subject of investigation by the Committee. Supplies are forwarded to any individual at current wholesale prices.

### Miscellaneous

**CORRECTION.**—Boileau & Boyd, Ltd., wholesale chemists, Dublin, inform us that their name was wrongly associated with the camphorated oil case reported in the *C. & D.*, October 22, p. 440, an error which we much regret.

MR. WALTER C. TATE, the new president of the Pharmaceutical Society of Northern Ireland, is a son of the late Mr. James Tate, who formerly was one of the leading pharmacists in Ireland and filled the office of president of the Pharmaceutical Society of Ireland in 1915-1917. Mr. Tate is one of the most prominent of the younger members of the profession. He joined the Council four years ago, and is also on the committee of the Ulster Chemists' Association. He takes a great interest in the Ulster Tourist Development Association, and is an officer of the Belfast Rotary Club. He is the proprietor of the well-known pharmacy at 5-7 Royal Avenue Belfast, and it is an interesting coincidence that Mr. H. F. Moore, the treasurer of the Society, was one of his father's apprentices. (Picture p. 469.)

MR. J. GLENDINNING, Londonderry, who has been elected vice-president of the Pharmaceutical Society of Northern Ireland, served his apprenticeship partly in H. M. Prior & Co., and with the late Mr. R. A. Austin, Londonderry. He subsequently held positions in Kingstown and Dublin prior to returning to Derry. He qualified in 1896 and opened business for himself in Waterloo Place, Derry, in the same year, and has been there ever since. He manufactures, among other things, Black Diver marking ink, a product which has achieved a world-wide reputation among the shirt and collar manufacturers. Mr. Glendinning was elected a member of the Council of the Pharmaceutical Society in 1935. His daughter, who took her M.Sc. in chemistry and botany with first-class

honours at Queen's University, has passed the Licence examination of the Pharmaceutical Society of Northern Ireland. (Picture p. 469.)

## Scottish Notes

### Miscellaneous

**BURGLARY.**—The pharmacy of Mr. W. B. Forbes, M.P.S., Scott Street, Perth, was broken into on October 22, and some money and toilet requisites were stolen.

**HOURS, WAGES AND CONDITIONS.**—A meeting of the Paisley and District Chemists' Association was held on October 10, when Mr. John Weir, M.P.S., Clydenebank, delivered an address on "Hours, Wages and Conditions." Mr. Weir gave an account of meetings held by a committee of ten employers and ten trade union representatives to discuss a scheme to regulate hours, wages and conditions in the retail trade. The committee's proposal that a joint council be formed for this purpose was not acceptable to pharmacists, nor did it find favour with the Minister of Labour. Mr. Weir was of the opinion that pharmacists should link themselves in a union of their own, when they would be entitled to representation on a trade board. In reply to a question from Mr. Robb, Mr. Weir said the Pharmaceutical Society cannot interfere between master and servant. A vote of thanks was accorded to Mr. Weir.

## Topical Reflections

By Xrayser

### Pharmacopœial Changes

Your forecast of coming changes in the British Pharmacopœia (C. & D., October 22, p. 449) leads us to expect standardised tablets and more drugs. When the 1914 B.P. appeared it was called by someone "the wholesalers' Pharmacopœia"; and in the same way the present B.P., with its Addendum, may almost be designated "the analysts' Pharmacopœia." I can understand a shaking of heads over this outline of probable developments among those medical men who are fanatical on the virtues of hormones, vaccines and so forth: most observers, however, will be in agreement that the pendulum has swung rather far in the direction of excluding from our national book of medicines many useful, if not irreplaceable, drugs and chemicals. We shall not, I presume, return to anything like the miscellany of the first London Pharmacopœia, which, the "Chronicles of Pharmacy" tells us, contained 1,028 simples and 932 preparations and compounds. The Pharmacopœia and its successor, the British Pharmacopœia, have never been entirely happy in their selection of medicines in relation to current practice. One instance out of many will suffice. In 1745 William Heberden, M.D., whose favourite iron mixture is still known as Heberden's ink, conclusively set forth the absurdities (or most of them) in the accepted formulas for Mithridatum and Theriaca Andromachi; his pamphlet "Antitheriaca" is, in fact, a model of its kind. Yet in the new P.L. of the following year both of these "antidotes superstitiously and doatingly derived" reappeared, together with several of the repulsive animal substances handed down from time immemorial. With the more frequent revision of our Pharmacopœia there is a better chance of avoiding the obsolete on the one hand and the unverified on the other. The important monograph on standardisation in compressed tablets presented by Mr. Bernard Howard at the 1936 meeting of the British Pharmaceutical Conference, and the discussion on it, left no room for doubt that the time had come to take this matter in hand in the highest quarters: some of the variations in weight then quoted were startling. I trust that the modern practice of circulating for comment suggested additions to, or alterations in, formulas and processes will again be followed.

### Handicapped

You have spoken with well-timed emphasis (p. 449) on the folly of allowing foreign competitors to capture a large proportion of our export trade on such easy terms that, from their point of view the fight is little more than a realistic exercise in

routine training. I need not cite any of the significant figures you adduce: they are plain for all to read. It is an old rule of life that in commerce one must have something to bargain with; the immediate question is how our chemical export merchants are to get it. I have heard queer illustrations, from time to time, of the ruthlessness with which some foreign manufacturers follow up a temporary advantage over rivals; and I do not doubt that the will to conquer is, in many cases, far stronger than the desire to live and let live. The statistical reports from overseas are valuable as raw material, but they are not enough. A clue to the inner meaning of this unsatisfactory position is to be found, I gather, in your remark that in other countries "industry is taken into the full confidence of the Government." In this country, it would seem, the appropriate comment on the customary Government attitude to exporters is: "Call you this backing of your friends?" And until the fortifications of Whitehall are penetrated no decided change in the situation is among the probabilities.

### A.R.P. Activities

From various parts of the country come items of news on the organisation of air-raid precautions, notably those grouped (p. 436) under the North London heading. The statement, in the paragraph referred to, that "all pharmacies should be registered as . . . first-aid posts for the treatment of minor injuries" is of particular importance in view of the fact—if my experience is a guide—that pharmacists as a body are not distinguished by their proficiency in this useful accomplishment. One reason for this, no doubt, is the fear that in rendering first aid in the pharmacy they will lay themselves open to an action for damages on the part of any crank or evil-disposed person. But the situation will be materially altered if pharmacies become registered first-aid posts. Even as matters stand, a competent knowledge of this subject will do us no harm, and in a measure will reinforce the physiology that now forms part of the pharmaceutical curriculum. An epileptic customer, let us suppose, calls for a draught of bromide in a shop, and while it is being mixed sinks to the floor with an attack of his complaint. He will be ready for the draught when he "comes round," but what is the chemist to do with him meanwhile? To reflect that some of us probably know less about such attacks than, say, our window-cleaner does, is not a satisfactory state of affairs. Just after going through last week's C. & D. I read in a daily paper that 7,979 members of the staff of one of the principal railways have qualified during twelve months for efficiency awards in first aid.

# Pharmaceutical Society of Great Britain

## Statutory Committee Inquiry

THE Statutory Committee of the Pharmaceutical Society will meet on Wednesday, November 2, at 3 p.m., at 17 Bloomsbury Square, London, W.C.1, to consider information and evidence received by the committee from which it appears that two members of the Society have been convicted of larceny. The inquiries will be opened in public, and unless the committee directs otherwise the hearings will also be in public.

## Evening Meeting in London

The first evening meeting of the 1938-39 series will be held in the Society's House, 17 Bloomsbury Square, London, W.C.1, on Tuesday, November 8, at 8.30 p.m., when a lecture on "Homeopathy and Its Pharmaceutical Aspects," illustrated by lantern slides, will be given by O. Leeser, M.D., Ph.D. (Berlin). The chair will be taken by the vice-president at 8.30 p.m. Refreshments will be served after the meeting.

## North British Executive Meeting

A meeting of the executive of the North British Branch of the Pharmaceutical Society was held at 36 York Place, Edinburgh, on October 19, Mr. W. Spence Culbert in the chair. Present at the meeting were:—Messrs. Anderson, Arthur, Beattie, Bennett, Couper, Culbert, Guthrie, Harley, Hay, Henry, Innes, Jack, McKenzie, Miller, Milne, Murray, Ritchie and Sinclair, also Mr. Linstead (secretary of the Society). The chairman welcomed the new members of executive, Mr. R. J. A. Couper, Glasgow, and Mr. A. W. Ritchie, Montrose.

The following are alterations in the divisional secretaries for Scotland:—County of Stirling, West, Mr. W. C. Yule, 16 Port Street, Stirling; County of Sutherland, Mr. J. A. Wickham, The Pharmacy, Dornoch.

## AIR-RAID PRECAUTIONS

Dr. Tait stated that there seemed to have been some misunderstanding as to the services of pharmacists in connexion

with A.R.P. It was explained that provisional arrangements had been made for a course of instruction by Dr. Nairn Hay. Mr. Linstead explained what provisional arrangements had been made in regard to the Society's staff and the carrying on of examinations and other activities.

## EVENING MEETINGS

It was reported that Professor L. S. P. Davidson, B.A., M.D., M.R.C.P., F.R.C.P.E., F.R.S.E., Professor of Medicine in the University of Edinburgh, had agreed to give the inaugural sessional address on November 18, his subject being "Weil's Disease" (Leptospiral Jaundice). Other meetings had been arranged for in December, January, February and March.

## THE SOCIETY'S NEW HEADQUARTERS

Referring to the Society's new premises in London, Mr. Linstead said that the building would be a substantial one but not more than was really required for the varied activities of the Society. At this stage he was anxious that branches and individuals should become interested over the project. In this connexion the Council would desire to have the co-operation of the Executive of the North British Branch. On the suggestion of the president the following were appointed a special committee with powers to act in co-operation with the Council:—The chairman, vice-chairman, and Messrs. Bennett, Harley, Innes and Milne, and the Scottish members of council.

## OTHER MATTERS

It was reported that a class for the Diploma in Biochemical Analysis had been arranged. The course was being conducted by Dr. C. P. Stewart, lecturer on medical chemistry, Edinburgh University.

It was reported that a new General Council of Panel Chemists (Scotland) had been appointed, and also a new Pharmaceutical Standing Committee (Scotland). Mr. Bennett had been appointed chairman and Mr. John Weir vice-chairman.

# Imperial and Foreign News

## China

**PROPOSED TRADE MARK LEGISLATION.**—To deal with applications for registration of trade marks, the Ministry of Industry of the "Provisional Government of the Chinese Republic," Peking (the authority in the areas invaded by Japan), plans to inaugurate a Bureau of Patents. Details of the projected legislation are not yet available, but it is expected that the new provisions will be modelled on the trade mark law of Manchukuo. This differentiates between applicants from countries which have recognised the last-mentioned State and those which have not; it has proved a boon to Japanese manufacturers at the expense of foreign trade mark owners and many old-established trade marks have lapsed. A similar state of affairs has now developed in the Chinese provinces under Japanese control. Protection is being denied to foreign trademark registrants on the ground that the records have been removed by the Chiang Kai-shek administration. This situation may improve when the projected Bureau of Patents opens, though it is somewhat doubtful whether the "Provisional Government" will recognise the priority of old Nanking registrations.

## Japan

**SEARCH FOR SUBSTITUTE DRUGS.**—To decrease imports of drugs (amounting annually to £1,200,000) experts of the Welfare Ministry, Tokio, are endeavouring to develop domestic sources of medical herbs. Among other measures taken, the Ministry proposes to buy up eight types of herbs gathered by collectors who normally retain them for private use. These include pomegranate skin, gentian root, morning-glory seeds, and Chinese bellflowers.

**EMERGENCY REDUCTION OF SHOP HOURS.**—Shop assistants in Japan benefit from a recent decree that wartime economy requires electric-light consumption to be reduced to a

minimum. The decree sets a curfew at 10 p.m., which is nevertheless a big advance over the custom of keeping shops open day and night. There are no restrictions on shop opening on Sundays, except for department stores. The new regulations are effective from October 1, and mainly affect smaller shops in the suburbs. Shops affected will enjoy an hour's extension on fifty-seven days of the year, and the regulations will be suspended during the last three days of the year.

## Malta

**DUTY EXEMPTION.**—The Governor has directed that bottles imported by chemists, whether wholesale or retail, shall be admitted to Malta and its dependencies free of duty.

**PHARMACEUTICAL ASSOCIATION.**—The following have been elected members of the committee of the Association for 1938-39. Messrs. Barrett (vice-chairman), Manché (secretary), Gera de Petri (chairman) Muscat, Borg-Barthet, Vassallo, Serge, Portelli and Magri.

## New Zealand

**BUSINESS CHANGE.**—The wholesale department of Cook & Ross, Ltd., Christchurch, has been formed into a separate limited company under the style of Wilfrid Owen, Ltd. Cook & Ross, Ltd., was founded in 1859 as a retail chemist and druggist business. The company was purchased in 1913 by the late Mr. Henry Owen, who was associated with his sons, Messrs. Wilfrid and Barnard Owen. About 1929 a wholesale department was established by Mr. Wilfrid Owen, who has directed this department ever since, whilst Mr. Barnard Owen has managed the retail pharmacy. Neither Cook & Ross, Ltd., nor Mr. Barnard Owen hold any shares in Wilfrid Owen, Ltd., nor have Wilfrid Owen, Ltd., or Wilfrid Owen personally any interest in or connexion with Cook & Ross, Ltd.

## Pharmacy Act Cases

At Bootle Police Court, recently, Norman's Pharmacies, Ltd., were summoned for having sold ephedrine contrary to the Pharmacy and Poisons Act, 1933. Mr. McManus, prosecuting on behalf of the Pharmaceutical Society, said a director of the company informed the inspector that a Mr. Smith had been acting as pharmacist at the branch concerned and had left suddenly. He was unable to tell the inspector the address of Mr. Smith, where he came from, and he did not know his first name. In reply to Mr. Langton, clerk to the justices, Mr. McManus said the position may seem anomalous, but if a company was allowed to run one chemist shop and a whole lot of subsidiary stores with no qualified person in control, those shops would bear the title and appearance of chemists' shops and the public would be under a misapprehension. Mr. Langton: If a man has ten shops in which there are ten pharmacists he is all right, but if he has ten shops in which there are only nine pharmacists he is contravening the Act?—If drugs are sold there. It is a question of salary as well. The wages of an unqualified person are much lower, although we are concerned not so much with fair trading as danger to the public. Mr. Langton: You say it is an offence for a qualified chemist in Stanley Road to sell poisons if there is no qualified chemist in Netherfield Road?—Technically speaking, that is what it amounts to. Mr. Langton: It is a bit Gilbertian. Mr. McManus pointed out that there was one way out for the owner of a shop if he found that he was left without a qualified pharmacist, and that was to close the shop. If the Act did not make provision for this, a company could have one chemist shop and a whole flock of drug stores posing as chemists' shops. A fine of £10 was imposed.

At Manchester City Police Court, on October 19, Mr. C. M. Corwen, M.P.S., was summoned for selling belladonna in a plaster, sale not being made by or under the supervision of a registered pharmacist. Mr. W. H. Morris, prosecuting for the Pharmaceutical Society, stated that the sale had been effected by a chemist who had not paid his registration fee, but Mr. Corwen was apparently unaware of this circumstance. The summons was withdrawn on the payment of costs. For Mr. Corwen it was stated that he felt the Society should have notified him if one of his chemists had not paid the registration fee.—At the same court, on October 19, Stacey Halls, Ltd., Hulme, were summoned for selling ephedrine, the sale not being effected by or under the supervision of a registered pharmacist. A fine of 20s. was imposed.—At the same court, on the same date, Mr. Jacob Siroto, M.P.S., was summoned in respect of an unlawful sale of mercuric iodide in a proprietary soap. Mr. Glazebrook, defending, asked whether it could be held that because a man was not at his business premises on one afternoon, when in all probability he was visiting his wholesale supplier, he had not got personal supervision or control over his business. It might be a different thing if it were found that Mr. Siroto had been absent on three different days in the week. After Mr. Glazebrook had quoted legal authority the Stipendiary said that it could not be said that for a man to conduct a business personally he had to be there every minute of the day to supervise sales over the counter. What appeared to be nonsense was that Mr. Siroto's assistant could have been entitled to sell the preparation by merely being a listed seller, although it contained a Part II poison. It could not be held that the business was not under the control of Mr. Siroto merely because he was not in the shop for three hours. In those circumstances the summons would be dismissed.

Among other cases of infringement of the Act recorded since our last report are the following:—At Grimsby, on October 19, Mary E. Boor was fined 30s. in each case for selling a proprietary article containing acetanilide, the sale not being under the supervision of a pharmacist, and the container not bearing the name and address of the seller.—At Whittlesey, Cambs, on October 20, Rowell's Drug Stores, Ltd., were fined £2 for the unlawful sale of a poison and £1 for selling the poison in a container not properly labelled.—At Plymouth, recently, Herbert Watkins was fined £1 on each of two summonses for similar infringements of the Pharmacy and Poisons Act.—At Southend-on-Sea, recently, F. C. Curtis, herbalist, was fined 10s. for the unlawful sale of ephedrine contained in a proprietary tablet and 10s. for selling the preparation in a container not properly labelled.

## Company News

P.C. means Private Company and R.O. Registered Office

SOLWAYE FRERES, LTD. (P.C.)—Registered in Dublin.—Capital £5,000. Objects: To carry on the business of manufacturing and distributing chemists and druggists, etc. The first directors are not named.

INDUSTRIAL CONTROLS, LTD. (P.C.)—Capital £100. Objects: To carry on the business of scientific instrument makers, manufacturers of and dealers in chemicals and chemical preparations, etc. Wm. Bell, 59-60 Chancery Lane, W.C.2, director.

TOJA PRODUCTS, LTD. (P.C.)—Capital £100. Objects: To carry on the business of soap manufacturers and dealers, etc. The first directors are to be appointed. Solicitors: Sutton Ommanney & Oliver, 6-8 Great Winchester Street, E.C.2.

ZAMO MANUFACTURING CO., LTD. (P.C.)—Capital £100. Objects: To carry on the business of manufacturers of the Zamo and other disinfectants; manufacturing chemists, etc. Albert E. Rhodes, 2 Clarence Mansions, Rowhill Road, E.5, director. R.O.: 1a Lyon Street, N.1.

E. S. G. LABORATORIES (LIVERPOOL), LTD. (P.C.)—Capital £300. Objects: To carry on the business of pharmaceutical, manufacturing, dispensing and analytical chemists, opticians, druggists, etc. The first directors are to be appointed. Solicitor and R.O.: N. J. Price, 81 Dale Street, Liverpool.

CHASE DRUG STORES, LTD. (P.C.)—Capital £100. Objects: To carry on the business of manufacturers of and dealers in patent medicines, toilet goods, proprietary articles, etc. Mrs. Phyllis E. Blau, 2a Aboyne Drive, Beverley Way, S.W.1, director. R.O.: 302 Kingston Road, Wimbledon Chase, S.W.20.

TI-MACIN CO., LTD. (P.C.)—Capital £100. Objects: To carry on the business of manufacturers of and dealers in medicines, drugs, chemicals, etc., and to take over the registered British trade mark and goodwill of "Ti-Macin" No. 584,786. Francis R. Alderwick, 1 Banister Gardens, Southampton, director. R.O.: 39 Ordnance Road, Southampton.

UNICHEM, LTD. (P.C.)—Capital £1,000. Objects: To carry on the business of wholesale, retail and manufacturing chemists, druggists, opticians, etc. The subscribers (each with one share) are: Frederick Cherry, 65 High Street, Walton-on-Thames, pharmaceutical chemist; Thos. W. Cleave, 5 Riefield Road, London, S.E.9, chemist and druggist; Cecil H. Foster, 14 Forest Hill Road, London, S.E.22, chemist and druggist; Ernest Skues, 219-221 Upper Tooting Road, London, S.W.17, chemist and druggist; David A. Rees, 224 Coldharbour Lane, London, S.W.9, pharmaceutical chemist; Arthur G. Wrench, 9 Valley Walk, Shirley, Croydon, chemist and druggist. The first directors are not named. Solicitors: Roney & Co., 42-5 New Broad Street, E.C.2. R.O.: 219 Upper Tooting Road, London, S.W.17.

## Voluntary Liquidation

St. Mary's Pharmacy, Ltd., 83 Holloway Road, London, N. The statutory meeting of creditors was held recently at the Association of Manufacturing Chemists, Ltd., 14-17 Holborn Viaduct, London, E.C., when it was reported that Mr. Parkin S. Booth had been nominated as liquidator. The statement of affairs showed ranking liabilities of £1,137 16s. 3d., made up as follows:—Trade creditors, £253 1s. 3d.; cash claims, £884; and bankers, 15s. After allowing £50 5s. 1d. for preferential claims, the net assets were £328 14s. 2d., or a deficiency of £809 2s. 1d. It was stated that the cash creditors included Mr. and Mrs. Carvill, who had advanced between them £800 to the company. The company was registered in January 1936 with a nominal capital of £500. From the outset the business had been handicapped by lack of capital. A substantial sum was expended in fitting up the premises, but the turnover had only averaged something like £12 a week. The directors had not drawn any fees from the business in respect of their services. The premises were held on a lease which had seven years unexpired at a rental of £118 per annum. A portion of the premises was sublet at £2 a week. Mr. Booth added that the business was being continued with a view to sale as a going concern. The creditors passed a resolution confirming the voluntary liquidation of the company, with Mr. Booth as liquidator.

# Pharmaceutical Society of Northern Ireland

## Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Northern Ireland was held on October 21 at the Society's headquarters, 73 University Street, Belfast. The president (Mr. S. H. Forrest, J.P.) was in the chair, and there were also present Mr. W. C. Tate (vice-president), Mr. H. F. Moore (treasurer), Messrs. S. Gibson, J.P., W. Martin, J. Glendinning, I. W. Parker, J. T. Nicholl, J. McDowell, J. McGregor, C. Abernethy, J. W. Gray, J.P., J. F. Grimes, J.P., J. E. Connor, J.P., S. S. Badger, J.P., Professor E. B. C. Mayrs, and the secretary (Mr. D. L. Kirkpatrick). Apologies were received from Sir Thomas McMullan and Dr. S. E. A. Acheson.

### EDUCATIONAL MATTERS

THE SECRETARY drew the attention of the members to lectures arranged by the Institute of Chemistry and Queen's University which could be attended by chemists.

The Ministry of Home Affairs wrote approving the appointment of Mr. J. S. Lewis, A.S.A.A., as examiner in business methods for the November examination. The principal of the Municipal College of Technology wrote stating that the usual facilities for the examination would be available on November 28 and 29 and December 6, 7 and 8, at a charge of 10s. per day.

The report of the Education Committee contained recommendations in regard to the examinations in 1939. These were that the practical pharmacy examination shall last two hours instead of three hours and that the syllabus for the pharmacognosy examination should be reduced to come into line with that of the Pharmaceutical Society of Great Britain.

MR. McGREGOR said in the present pharmacognosy syllabus there were 360 specimens for students to memorise, which was practically impossible. In Great Britain the number was approximately 100, and it would be better for 100 to be learnt properly than 360 to be skimmed over. In regard to the reduction of time for the practical pharmacy examination, only two hours were allowed in Edinburgh for the same type of paper, and the examiner had said that the paper could be done comfortably in a shop in 1½ hours. By making the examination in Belfast of the same duration students and examiners would be done better justice and they would be on the same standard as in Great Britain.

MR. TATE drew attention to the observation of the examiner in practical pharmacy that the work was designed to be done in two hours and that another hour was given as an allowance for the unfamiliar surroundings.

THE SECRETARY said there was a chemist's assistant present, and all the students were used to working in the laboratory in which the examination was held. If the examination lasted for only two hours the oral test could follow immediately and the students would be examined on their actual work instead of having to return at a later date.

THE PRESIDENT thought the cut rather drastic and suggested that as pharmacy was one of the most important subjects in the course 2½ hours might meet the case in the meantime.

MR. TATE: Why reduce it at all?

MR. McGREGOR pointed out that formerly eight questions had to be answered in three hours whereas now there were only five.

Asked what opinion Professor Small had on the matter, THE PRESIDENT said he was quite in favour of it when it was mentioned before.

MR. KIRKPATRICK said it was admitted by teachers that they could not teach 360 specimens. The changes proposed would come into force at the June examination next year.

The adoption of the recommendation to reduce the number of specimens in accordance with the British syllabus was moved by MR. CONNOR, seconded by MR. McGREGOR, and passed.

On the other recommendation MR. TATE said he did not see how the Council could go against the fact that an hour was allowed because of the unfamiliarity of the surroundings and the report of the examiner.

THE SECRETARY said in London the examination occupied three hours, the time in Edinburgh being two hours.

PROFESSOR MAYRS suggested that the number of prescriptions should be fixed as well as the time.

MR. NICHOLL added that if the examiner knew that the time was two hours he would adjust the paper accordingly.

On the suggestion of THE PRESIDENT it was decided that the matter should be left over in order that Mr. T. Wilson, the examiner, could be consulted.

THE SECRETARY presented the results of the Pharmaceutical Preliminary examination, which he described as very poor. About eighteen students got forms, and only one, Patrick J. Hudson, Kilkeel, had passed. Four students, G. W. McCartney, W. G. Plunkett, J. W. A. Shinner and J. H. R. White each got three subjects.

### ELECTION OF OFFICERS

THE PRESIDENT said it gave him the greatest possible pleasure to propose the election of Mr. Walter Tate. They all knew what the name Tate had meant to pharmacy during the present century. His father, the late Mr. James Tate, had been president of the Pharmaceutical Society of Ireland, and the members of Council were certain that if Mr. Tate accepted the office he would give the same high service to the Society in Northern Ireland.

MR. CONNOR, who seconded, recalled that he had sat on the Society in Dublin with Mr. Tate's father, a man for whom everyone had the highest opinion and whose advice and integrity were of the best. Mr. Walter Tate was a worthy son of a worthy father.

The election of Mr. Tate was supported by MR. MOORE, MR. BADGER and MR. MARTIN.

The motion was passed with acclamation, and Mr. Tate was invested with the chain of office by Mr. Forrest.

MR. TATE, on taking the chair, expressed his warmest thanks for the honour done to him. He accepted it more readily, he said, feeling sure that any deficiency on his part would receive the generous and hearty assistance always accorded to the occupant of the chair. He could not anticipate being able to advance the interests of the Pharmaceutical Society of Northern Ireland in a greater degree than those capable and worthy men who had preceded him in the chair, but he could say that the best interests of the Society were his. One aspect of his election gave him more pleasure than any glory of office. They had elected the son of a former president of the Pharmaceutical Society of Ireland, and that they had deemed him worthy to occupy a similar position made him rather proud. He only prayed that he would be able to discharge the office as faithfully, and that no action of his might cast any reflection on the good name and memory of one of whom it could be truly said "He well served Pharmacy in his day and generation." (Hear, hear.) Mr. Tate added that Mr. Connor had a record which he thought would not be equalled by being a past-president of both the Dublin Society and the Northern Ireland Society. He did not think that it had happened before that a son of a former president of the Irish Society had become a president, and to him it was very gratifying that he should be so honoured.

MR. NICHOLL, in proposing the name of Mr. James Glendinning as vice-president, said they felt he would fill the office with distinction and to the satisfaction of everyone.

MR. MOORE, in seconding, recalled the hospitality which they always received in Derry and said the election of Mr. Glendinning would be a compliment not only to him but the city.

MR. FORREST referred to Mr. Glendinning's genial qualities and his capabilities, and the motion was supported by MR. GRAY, MR. ABERNETHY, MR. GRIMES, MR. CONNOR and MR. GIBSON. The election was carried unanimously.

MR. GLENDINNING thanked the members for the honour done to himself and his native city.

MR. GRAY proposed that Mr. H. F. Moore should be re-elected honorary treasurer and MR. FORREST seconded, and the motion was cordially passed.

On the motion of THE PRESIDENT and MR. GRAY, it was agreed that Mr. Forrest should take the place of Mr. Glendinning on the Finance Committee, the personnel of the other committees to be unchanged.

## PHARMACISTS IN THE ARMY

MR. CONNOR, speaking of the recent crisis, said efforts should be made to have the military authorities recognise the professional standing of pharmacists. He suggested that the Society should get into communication with the British Society in order to get that recognition. If they joined the Army they should be commissioned as pharmacists. Ordinary men were being made to look after dispensaries, and that was due to the Society not having enough weight with the authorities. There was no reason why they should not have the same recognition as doctors, and he suggested that the president should get into touch with the Society in Great Britain to try to bring the matter prominently before the War Office.

THE PRESIDENT said he understood that the Society there was working on the matter, and he thought they should wait and see what transpired. They could inquire what steps were being taken.

## POST-GRADUATE STUDIES

MR. McGREGOR raised the subject of helping licentiates of the Society to pursue their studies further. The B.Sc. examination, he said, was very long and not of much use unless

students were taking up the profession of teaching. The British Society had an examination in biology for their members only, and he thought it would be suitable and helpful if that course was adopted in Ulster. There would be a financial gain to members who held a diploma for such an examination.

It was decided that the point should be considered and that the Professor of Biochemistry at Queen's University should be consulted.

## OTHER MATTERS

On the motion of THE PRESIDENT, the secretary was instructed to send letters expressing appreciation of the hospitality received from the Edinburgh Conference Committee, Mr. James Jack and Mr. Thomas Wilson.

The minutes of the Finance Committee were passed on the motion of MR. GIBSON, seconded by MR. McGREGOR.

The following nominated candidates were elected members of the Society on the motion of MR. McGREGOR, seconded by MR. GRAY:—John Bell, Medical Hall, Kesh, co. Fermanagh; John Francy, 34 Buckley Road, London, N.W.6; Patrick McAnallen, Mandeville Street, Portadown; and J. B. Bassett, Johnston's Pharmacy, Downpatrick.

## Insurance Act Dispensing

## ENGLAND AND WALES

**Hull.**—A protest against the manner in which the Ministry of Health interfered with Insurance Committees' decisions, in cases where chemists had failed to comply with the Act in making up prescriptions correctly, has been raised by Mr. C. H. Mason, a member of the Pharmaceutical Service Subcommittee. The protest arose out of a communication that the Ministry had in one case reduced the Committee's fine to a caution and in another had doubled the fine. Mr. Mason held that this made the work of the Subcommittee a waste of time. It was decided that the Ministry should be asked to give some guidance in the imposition of fines.

**Lancashire.**—During the quarter April-June 1938 the total of prescriptions dispensed in the area was 597,604, against 589,769 in the corresponding quarter of 1937 and 599,544 in 1936; prescription cost was £21,302 (against £20,617 in 1937), of which ingredient-cost was £10,511 (against £9,871). The highest average cost per prescription was at Westmorland (9.56d.) and the lowest at Barrow (7.88d.).

**West Ham.**—The Insurance Committee recently considered the circumstances in which a contractor supplied on one occasion 100 thyroid gland tablets and on another 100 similar tablets on orders issued for 36 tablets, both scripts having been altered by the contractor. They recommended that the contractor be paid for 100 tablets only, and informed that the Committee took a serious view of his action in supplying excess quantities of the tablets and in altering the quantities on the scripts. A member said he did not think the Committee should let a matter of that sort pass in that way. It appeared to him that there might be some trouble through a patient being supplied with too much of a medicine, so upsetting the whole plan of the medical man. He was prepared to move an amendment that the contractor be paid only for what he supplied. He also wanted to know if the Committee had any power to deal in any other way with a man who committed fraud in this flagrant manner. Mr. J. Reed, M.P.S. (vice-chairman), said there had been no fraud or intention of fraud. This was an out-of-the-way order, of which the smallest quantity obtainable was 100 tablets. The contractor should have supplied the quantity stated and claimed for the 100. He was entitled to be paid for the smallest quantity he could obtain.

The first member said that this was an aspect which did not appear on the face of it, and he was quite satisfied.

The Pharmaceutical Service Subcommittee reported on a drug test in which it was stated that the agent presented a prescription at a pharmacy that was accepted and dispensed by a lady assistant. When told it represented an Insurance Committee drug test she said the manager, who was a qualified man, was in the surgery of an adjacent doctor. He was called and supervised the division of the mixture, and said the lady dispenser was not qualified. There was, therefore, no qualified person on the premises at the time the medicine was dispensed. The analyst's report showed certain deficiencies and the qualified

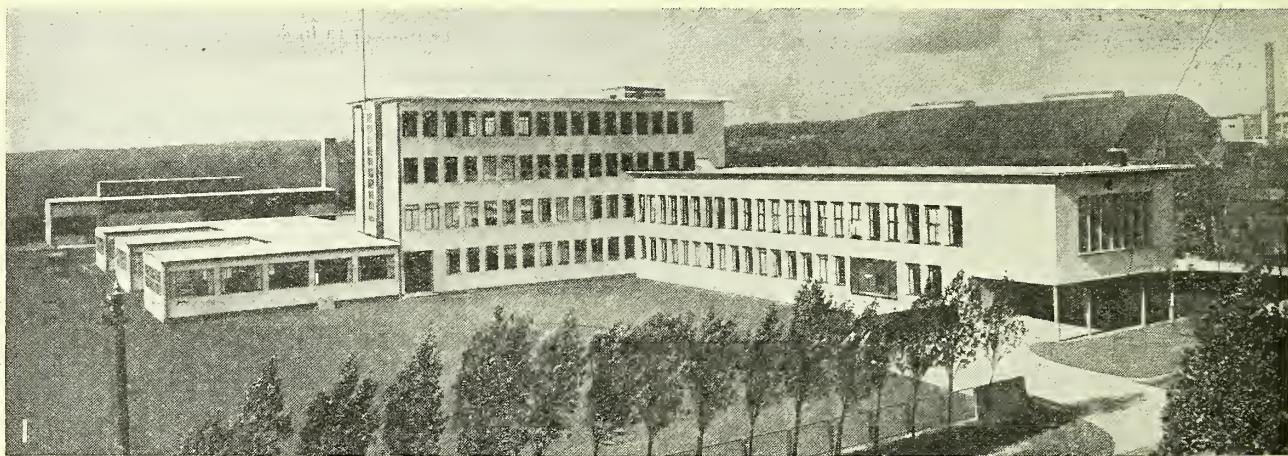
supervisor of the establishment appeared before the Subcommittee and expressed his regret. His unqualified assistant had been instructed not to dispense when he was not on the premises. It had not happened before and he assured the committee it would not happen again. The Subcommittee's report stated that they were satisfied that no further action was called for in the case of the deficiencies. For the dispensing by an unqualified assistant they recommended that £10s. be withheld from the money payable to the contractor. The report was adopted.

## SCOTLAND

**Dundee.**—At a meeting of the Burgh Insurance Committee, Mr. A. Huggins gave local instances of high expenditure on medicinal supplies to individuals under the N.H.I. scheme. Over a period of eighteen months, he said, one Dundee case had cost £48 9s. 2d., the insured person in addition receiving 22 lb. of lint and  $1\frac{1}{2}$  cwt. of cotton wool. Another case had cost £65 16s. 11d. over two years, while in a third instance an insured person had been supplied with £2 worth of medicinal supplies each month for seven and a half years.

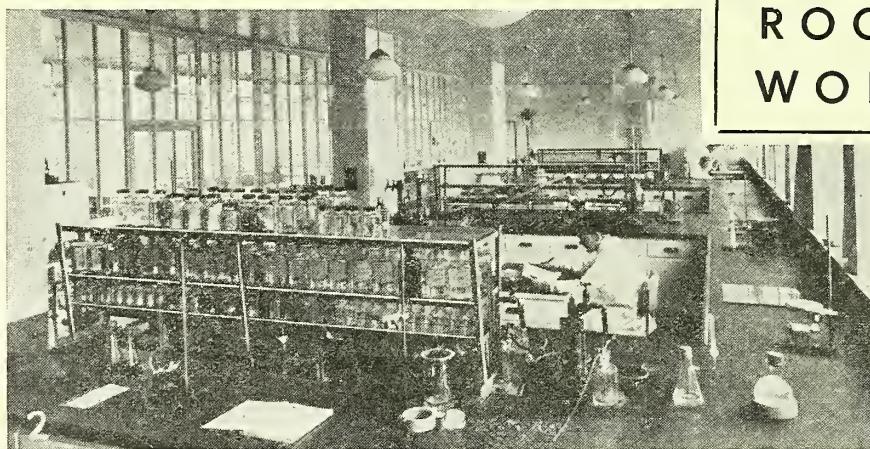
**Ross and Cromarty.**—Criticism of the Department of Health for Scotland in respect of prescribing costs was made at a recent meeting of the local Insurance Committee. The Department had written directing attention to the drugs accounts of the committee for the year 1937; observing that the area average cost per person had increased by over 2½d. from the 1936 figure, and pointing out that experience clearly proved that in most instances a considerable reduction in cost per form, with no loss of efficiency in treatment, could be secured when practitioners reviewed their methods of prescribing and deleted redundant or unduly costly forms of medicaments. The chairman said that although the Department maintained that the insured person was entitled to the very best drugs, yet their pressure on the question of economy in prescribing was having a profound and evil influence. The Panel Committee, in replying to the Department, pointed out the main factor was not cost per form but an epidemic.

**Scottish Association of Insurance Committees.**—The annual conference of the Scottish Association of Insurance Committees, Troon (see also *C. & D.*, October 1, p. 352), adopted resolutions from the Glasgow and Aberdeenshire Insurance Committees urging the Government at the earliest opportunity to carry into effect the recommendation of the Departmental Committee on Health Services for providing medical benefit to the dependants of insured persons. A further resolution by the Glasgow Committee was adopted, remitting to the Executive Committee of the Association to report on the feasibility of a medical examination and report on all insured persons when they became entitled to medical benefit. Mr. J. D. Wyllie, Kilmarnock, in the course of his presidential address, referred to a recommendation that insurance committees should be abolished and their duties taken over by local authorities.

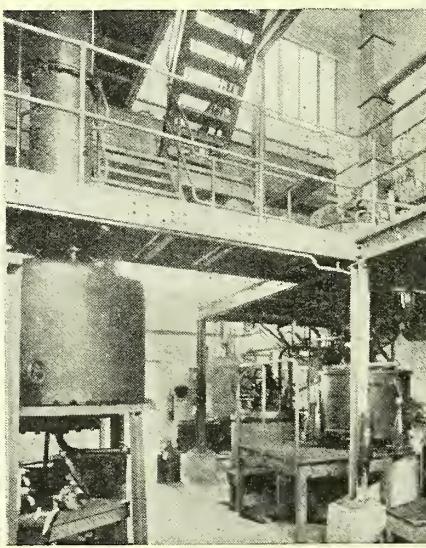
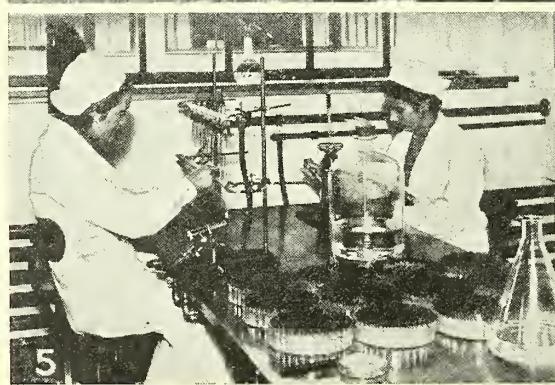
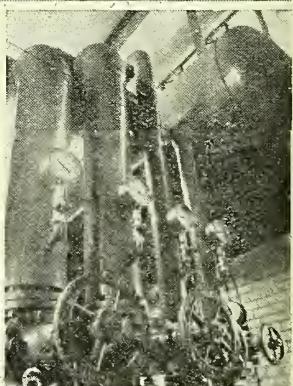
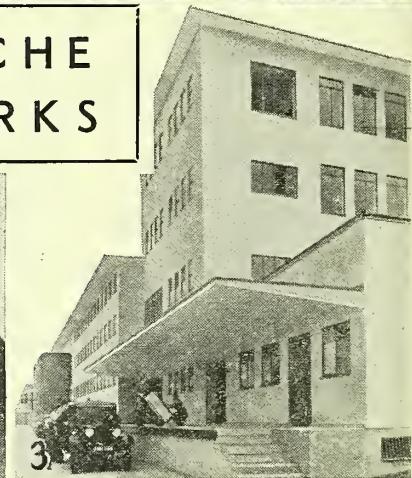


1. General view of offices and research laboratories

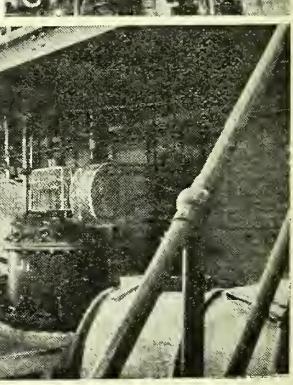
ROCHE  
WORKS



2. Section of the research laboratory  
3. Warehouse and loading dock, showing canopy  
4. Filling and labelling Revitone speciality  
5. Filling prostigmin phials  
6. Distributor gear  
7. Section of the process works



5



# Roche Products' New Headquarters

THE first and only plant in Great Britain for the manufacture of vitamins B<sub>1</sub> and C was set up recently in the new headquarters of Roche Products, Ltd., at Welwyn Garden City, Herts. Here will be made—are, in fact, already being produced—the total requirements of these commodities for the whole of the British Empire. This fact alone suffices to give the new works a unique importance, yet it is not their sole claim to distinction. The buildings, which comprise factory, warehouse and offices, are at present on a smaller scale than the headquarters of the parent company at Basle, Switzerland, and were designed by Professor Salvisberg, a Swiss architect of international repute. It may be said that the new premises are outstanding even in an industrial estate whose promoters insist on good design from all who build there. That this is not an exaggerated statement may be put to the test by readers, because the company now issues an invitation to pharmacists (upon written application) to visit the works. What may be regarded as the first of such visits took place on October 21. The visiting party, which included a member of the editorial staff of THE CHEMIST AND DRUGGIST, were met in the vestibule by the sales manager (Mr. B. A. Probert), who presently conducted them to the first-floor board room where they were introduced to the managing director (Mr. H. J. W. France).

## Offices and Research Laboratories

From the moment of entering the building it became evident that here was industrial architecture of uncommon merit. An upsweeping spiral of staircase is set in a semi-circular shaft walled with glass bricks and mounting to roof level. The board room has damask-covered walls, rope-edged; at one end a gaily coloured map of the British Isles—the local fauna amusingly sketched upon it—occupies the whole of an end wall. Shelves to table level encircle the room, and above the long table is the only artificial illumination—a long inverted trough. Here, as throughout all the buildings, the bronze windows are exceptionally large and all made to open. The board room is placed athwart one end of an office block. From it to the far end stretches a corridor flanked on the left by the general offices and on the right by smaller rooms and cloak rooms. The upper part of the left wall is almost entirely of glass. Between it and the equally large outer windows the typists and other office workers are clearly in view. At the far end of the corridor are stairs which, at a higher level, take one to the research laboratories. These are in another wing that reaches out to the left. The laboratories are light, spacious and planned with knowledge and foresight. The bench tops are of lead, and any liquids that may be spilled upon them can be swept back to an open conduit along the centre under the glass-shelved reagent racks. The gas, water and other taps are concentrated at the ends of the benches, evidently with a view to the construction of elaborate chains of apparatus. Between the work benches are lower cork-topped tables, with writing desks at the head of each. In side rooms are specialised instruments such as the ultra-violet ray outfit for fluorescence work.

## Process Factory

The production departments are mainly in two groups. In the first, a single-story island building, the basic chemical operations and syntheses are carried out. At one end two twenty-cubic-metre tanks contain the heavy oil which, fed to automatically-operated burners in the furnace room, provide the source of heat for every section of the premises. Adjoining these are rooms in which such chemicals as Sedormid (allylisopropylacetylcarbamide), Allonal (amidopyrine allysopropyl barbiturate) and ascorbic acid are prepared and recrystallised. It is to be observed that the enamel linings of the crystallising pans are of several varieties. This results, it is understood, from considerable research into the composition of enamels—essential before processes simply enough carried out *in vitro* can be projected on a manufacturing scale. The synthesis of ascorbic acid commences—so far as the Welwyn works are concerned—with the sugar sorbose. From this the acid is precipitated as a brownish sludge, which is desiccated in special drying cupboards and recrystallised. A machine of particular interest from a constructional point of view is one which concentrates material by centrifuging from a hydrochloric acid solution.

It will be appreciated that this requires not only special care in the choice of materials, but also the utmost precaution against defects in the apparatus. The preparation of synthetic vitamin B<sub>1</sub> is not, at present, on the same large scale as that of ascorbic acid, but bears more resemblance to a laboratory process, though carried out with oversize apparatus. The demand is, it is stated, growing rapidly, and it may be necessary before long for plant of manufacturing dimensions to be installed. Already additional land and an existing factory adjoining the works have been acquired.

## Finishing Departments

The other section of the production side of the business occupies a somewhat larger floor space in the main building. It is concerned with tabletting, ampoule-filling, blending and packing of the finished products and specialities. On the same floor are situated the canteen, D.D.A. room, cloak rooms, dispatch departments, etc. Much might be written about every one of these, for each embodies features that are the result of planning of a most thorough and meticulous order, but there is room in this account for only brief mention of a few points. For example, access to the D.D.A. room is through an equally well guarded ante-room that is exclusively used for the packing of preparations coming within the Dangerous Drugs regulations. In the tablet department each machine is housed in a separate cubicle, and there is thus no fear of contamination of one material by the dust of another. There are machines stamping at the rate of 120 tablets per minute, but it is found more economical for the actual counting and packing into bottles or tubes to be done by hand. In the ampoule department the empty ampoules are sterilised by autoclave; tested for defective specimens (easily picked out because they fill with methylene blue solution in the test apparatus); pump-filled (delivery of one c.c. is automatic); hand-scaled; and re-tested for contents and sterility. The final tests are carried out on six samples taken from each batch of 300. The department is completely cleared of filled ampoules each night.

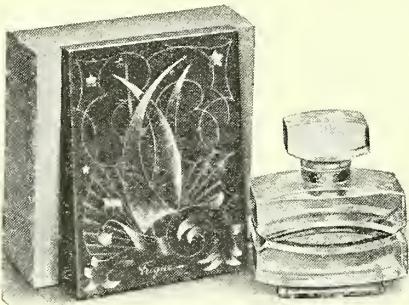
The staff are also extremely well cared for. When they arrive in the morning the workers leave their outdoor clothes on individual hangers widely spaced on extensive racks, and each worker has his or her own locker for other belongings. At intervals along the wall seats are fixed, and large circular wash basins reduce waiting or congestion to a minimum. The architect has done his work with the utmost thoroughness in all sections of the buildings, and there are innumerable features of special distinction—such as the wide canopy, apparently unsupported, over the outside loading dock.

## Thirty Years' Growth

Readers of the *C. & D.* will not need to be told that the new buildings are not the first English home of Roche Products, Ltd. The parent company was established in Switzerland in 1896, and there are now seventeen separate companies in different parts of the world, the largest being the Swiss, British, French, German and American. The British company was formed in 1908 at the Hoffman-La Roche Chemical Works, Ltd., with offices and warehouses at Idol Lane, London. In 1927, a move was made to larger premises at Bowes Road, London, N.13, where manufacture of a number of specialities was initiated. Building operations commenced on the present site in 1937, about which time the title of the company was changed, for the sake of brevity, to Roche Products, Ltd. The Roche preparations best known in the British Isles at the present time are, perhaps, Sedobrol, Omnopon, Allonal and Sedormid, but it is predicted that in Nestrovite vitamin concentrate the company have produced a preparation that may soon outdistance the others in popularity with the medical profession and with the public. Original research has been a policy of the organisation since its inception, and there are some 150 research workers and collaborators in various parts of the world; Navigan travel-sickness remedy may be cited as an outcome of original research by the British company. New products are subjected to prolonged pharmacological tests before being placed on the market, and all popular counter lines such as Nestrovite, Revitone, Citro-Thiacol and Sedobrol are price-protected under the P.A.T.A., and are in the Chemists' Friends list.

## Trade Notes

FUGUE PERFUME.—Roger & Gallet (London), Ltd., Lechmere Road, N.W.2, have introduced a new perfume described as



make the suggestion on an arresting showcard that summer snapshots make winter greetings. This is intended for the benefit of photographic chemists. In addition to the showcard, leaflets, cards themselves and display posters are available on application.

EDWARD HACK PRODUCTS.—Attention is directed in this issue to Marguerite Brand cold cream, obtainable only through wholesale houses in tins of two sizes.

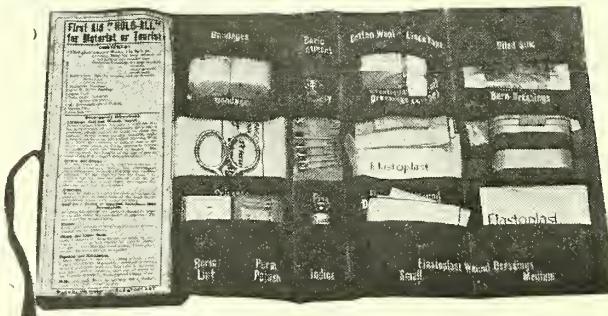
BONUS OFFERS.—Glaxo Laboratories, Ltd., Greenford, Middlesex, offer bonus parcels until November 14 of Farex and Glucose-D. Full details are given elsewhere in this issue.

**DENTURE CLEANSER.**—Kemdex, described as the oxygen denture cleanser, has been added to the list of products owned and manufactured by Scott & Bowne, Ltd., 10 Stonecutter Street, London, E.C.4. Kemdex is supplied in screw-cap sealed bottles cartoned in two sizes, and specially designed so as to ensure freshness while in stock and during use.

TRIMS NAIL POLISH REMOVER PAD.—The Allcock Manufacturing Co., 22 Hamilton Square, Birkenhead, have introduced a new product in manicure preparations, which is described as Trims. It is a perfumed absorbent pad packed in jars for the handbag. Trims remove the nail polish, and are stated at the same time to cleanse the nail and cuticle. This product is packed in one size only and is being advertised weekly in the national Press.

**EX-LAX.**—A new series of counter display boxes suitable for holding twelve 6d. tins of Ex-Lax has just been issued. The series is an entirely new departure in advertising material for this product. Particulars on application to Ex-Lax, Ltd., Slough, Bucks. In last week's issue of the *C. & D.* attention was drawn to the fact that Ex-Lax was introduced thirty years ago.

PARAGON FIRST-AID HOLDALL.—T. J. Smith & Nephew, Ltd., Neptune Street, Hull, have introduced a special Christmas pack for their Paragon first-aid holdall. This is illustrated on this page, and it will be seen that it is a very attractive and complete first aid. The material is suede, and it can be rolled up and tied so as to occupy small space. It would make an ideal



Christmas gift, especially for motorists. It is issued with a Christmas wrapping packed in a box, and one advantage which presents itself apart from the general utility is that the special wrapper could easily be removed after Christmas, leaving the standard pack.

CACHOUS.—In the *C & D.* Confectionery Number three modern packages of cachous were illustrated on p. 454. The centre bottle (of millefleur floral cachous) illustrated on this page, depicts a product of Robert Ferber, Ltd., Carlton Works, Asylum Road, London, S.E.15.

FONTAINE PERFUMES AND ACCESSORIES, made by Fontaine, Ltd., Castle Bromwich, Warwickshire, winners of the 1937 Packaging Contest organised by Shelf Appeal, have produced a comprehensive range of toilet luxuries suitable for Christmas trading. These preparations follow the general scheme of the prize-winning design, and offering a generous margin of profit, will prove attractive to the chemist who has an outlet in the high-class market. The various products included in the coffrets have been developed around the perfume "Japonica" and are as follows: perfume, soaps, hand lotion, talcum and dusting powder, bath cubes, essence and foam and tonic bath salts. Full particulars may be obtained on application.

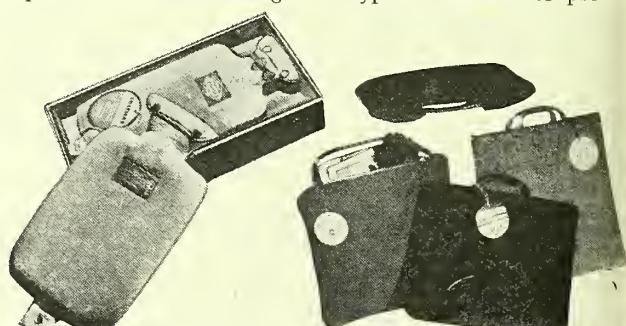
FOOT LOTION.—Legato Foot Products, 117 High Street, Streatham, London, S.W., can be confidently recommended to relieve hot, tired and aching feet. Impregnated foot supports may also be obtained either from the firm or from the usual wholesalers.

JUDEX ANALYTICAL REAGENTS.—We are informed that when smaller quantities than 1 lb. of the analytical reagents manufactured by the General Chemical and Pharmaceutical Co., Ltd., are required, these are supplied in 16-oz. containers bearing the label which shows the batch analysis of the reagent (see *C. & D.*, October 1, 1938, p. 356).

WIDESPREAD PUBLICITY for Liverpool virus is now in progress. Its distribution is handled by chemists. Rat week is from November 7 to 12, and new counter displays, each containing three large jars and six small ones, may be obtained on application from the makers: Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool.

**WYETH PRODUCTS.**—Aludrox is the name applied to a new product in the nature of amphoteric gel for use in the treatment of hyperacidity and peptic ulcer; as it is not an alkali, it cannot cause alkalois. This product is now being advertised and is available in bottles of two sizes. A bonus offer on Endrine may be obtained through any wholesaler in return for a fortnight's displays. Both these products are made by John Wyeth & Brother, Ltd., 25 Oldhill Place, London, N.16.

CHRISTMAS PRESENTS.—Dunlopillo cushions may suggest themselves as suitable presents for Christmas. They are described as two-way cushions in porous rubber. The Grip (left) may be transformed into a bag for carrying; the Handy (centre) has a handle for easy carrying; and Queue (on the right) is intended for use on theatre queue stools. The Dunlopillo back, head and leg rests type is intended to provide



extra comfort in the car and elsewhere. The illustration on the left shows the luxuriously soft cover of the Dunlop hot-water bottle. This helps to keep the water hot, and the bottle remains warm. These products are made by The Dunlop Rubber Co., Ltd., St. James's House, St. James's Street, London, S.W.1.

## Births

Notices for insertion in this column must be properly authenticated.

CAMERON.—Recently, the wife of Bernard D. Cameron, M.P.S., 52 Bridge Street, Pinner, of a son.

STAUNTON.—At Dublin, recently, the wife of Cyril J. Staunton, M.P.S.I., The Rise, Mount Merrion Park, Blackrock, of a son.

THOMPSON.—At Bradley Lane nursing home, Huddersfield, on October 26, the wife of Clifford Thompson, M.P.S., Scissett, Huddersfield, of a son.

## Marriages

HALSBY—SCHULTZE.—On October 19, James A. Halsby (director of the D.D.D. Co., Ltd., London, E.C.4), to Yarta Schultze, daughter of the provost of Peterhead.

HOULKER—DENWOOD.—At Crosthwaite, Kendal, recently, Eric T. Houlker, M.P.S., to Mary E. Denwood.

THOMSON—MCNAB.—At Burlington House, Glasgow, on October 22, Robert Thomson, M.P.S., to Jean McNab.

### Golden Wedding

ALLAN—FORGAN.—At Stirling, on October 24, 1888, by the Rev. W. Scott, Henry W. F. Allan, M.P.S., to Elizabeth Blyth, eldest daughter of the late Mr. D. Forgan, Stirling. Present address: 176 High Street, Elgin.

## Deaths

COBB.—At his home, 7 Milton Place, Halifax, on October 20, Mr. George Myhill Cobb, M.P.S., aged eighty-seven. Mr. Cobb, who was born in Norwich and served his apprenticeship in that city, gained experience in various parts of the country before passing the Minor examination in 1878. In the following year he commenced business in Northgate, Halifax, retiring in March of this year.

DAILY.—Recently, the wife of Mr. D. L. Daily, chemist and druggist, Midhurst.

EVANS.—At Tetbury, Glos., recently, Mr. Frederick Lionel Evans, M.P.S. Mr. Evans qualified in 1904.

HYATT-WOOLF.—On October 19, Mr. Charles Hyatt-Woolf, founder and editor of "The Optician," aged seventy-five.

LINSTEAD.—On October 24, the wife of Professor R. Patrick Linstead, Sheffield University.

LEAHY.—At his residence, Main Street, Charleville, co. Cork, on October 16, Mr. John Leahy, M.P.S.I. Mr. Leahy passed the Licence examination in 1931.

MOND.—In Paris, on October 22, Sir Robert Mond, LL.D., F.R.S., aged seventy-one. Sir Robert, who was born at Farnworth, Lancs, was the elder son of the late Dr. Ludwig Mond, F.R.S. During his early years he collaborated with his father in discovering nickel carbonyl and in investigating its properties. This work led to the Mond carbonyl process for refining nickel. He and his assistants also discovered the first derivative of a metallic carbonyl and a new ruthenium carbonyl. As chairman of the Mond Nickel Co. in 1919 he was primarily responsible for initiating the enterprise of separating and refining the platinum metals from the end-products of the Mond carbonyl process.

## Recent Wills

MR. FREDERICK JOHN MILES, M.P.S., 10 St. John's Terrace, King's Lynn, who died on May 30, left estate of the gross value of £4,162, with net personality £769.

MR. WILLIAM JOSEPH PARKER, Karachi, India, who died on May 1 at 31 Drumsheugh Gardens, Edinburgh, a partner in Bliss & Co., wholesale and retail chemists, left property of the gross value of £15,948, with net personality £15,295.

## Personalities

MR. E. J. WEBB, who has been connected with a well-known perfumery house for many years, has taken over the distribution of Parfums Molyneux, 58 Newman Street, London, W.1.

MR. E. A. SMITH, M.P.S., Camberley, was awarded a silver cup at the International Exhibition of Photography held at Camberley recently.

MR. GEORGE WALKER, M.P.S., who is eighty-five years of age, recently retired from business in Birkenshaw, Bradford. Mr. Walker qualified in 1876.

MR. WILLIAM C. BAILEY, 23 Salehurst Road, Brockley, London, S.E.4, and Mrs. Bailey, celebrated their diamond wedding on October 26. Mr. Bailey, who is eighty-three years of age, retired about twelve years ago, after representing James Townsend & Sons, chemists' printers, London and Exeter, for forty years.

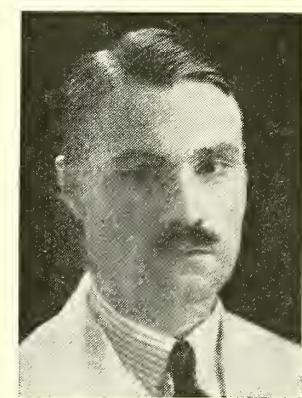
MR. ERNEST RANKIN, who has joined the staff of The Crookes' Laboratories, London, N.W.10, as export manager has had a varied experience of the drug and chemical trades, both before and since the Great War. During the War, Mr. Rankin served with the King's Own Yorkshire Light Infantry and retired in 1920 with the rank of major. He is a member of the Institute of Export; a member of the Royal Central Asian Society, and has the unusual qualification of speaking no less than ten languages.

MR. L. S. SELLE, M.P.S., Hull, recently gave a lecture on "Some British Poison Plants" to members of the local Scientific and Field Naturalists' Society.

MR. W. R. LIVSEY, Leland, Lytham St. Annes, and Mrs. Livsey, celebrated their golden wedding on October 24. Mr. Livsey, who retired recently, was for over fifty years secretary of William Blyth & Co., Ltd., chemical manufacturers, Church, Accrington.



MR. E. J. WEBB



MR. E. RANKIN

## Coming Events

### Monday, October 31

National Association of Women Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 8 p.m. Hallowe'en party.

### Tuesday, November 1

Birmingham Pharmaceutical Association (Scientific Section), Imperial Hotel, at 8.30 p.m. Meeting.

Liverpool Chemists' Association, Royal Institution, Colquitt Street, at 8.30 p.m. Mr. W. Haigh, M.P.S., on "Prescription Pricing."

Norwich Branch, Pharmaceutical Society, Curat House, The Walk, at 8.15 p.m. Dr. A. Crawford on "Nutritional Aspects of Disease."

Rochdale Branch, Pharmaceutical Society, Fire Brigade Hall, Maclare Road, at 7.30 p.m. Dance.

### Wednesday, November 2

Manchester University Pharmacy Students' Reunion, University Refectory, Lime Grove, at 8 p.m. Dinner and dance.

### Thursday, November 3

Manchester Pharmaceutical Association, Victoria Hotel, Deansgate, at 8.30 p.m. Mr. H. Varley, M.Sc., on "Modern Methods of Diagnosis."

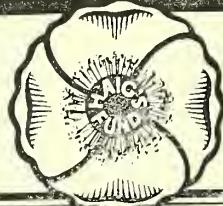
### Friday, November 4

South-West London Chemists' Association, Balham Club, Ltd., Ramsden Road, S.W.12. Meeting and film show.



SHOPS ACTS CARDS. Price 1s. each, by post, 1s. 9d.  
 THE PHOTOGRAPHIC CHEMIST. Price 3s. 6d., by post 3s. 8d.  
 THE ART OF DISPENSING. Price 10s., by post 11s.  
 DISEASES AND REMEDIES. Price 7s. 6d., by post 7s. 10d.  
 VETERINARY COUNTER PRACTICE. Price 10s. net, by post 10s. 6d.  
 PHARMACEUTICAL BOTANY. Price 5s., by post 5s. 4d.

## PLEASE GIVE GENEROUSLY



20 YEARS AGO  
 "They shall grow not old, as we that  
 are left grow old:  
 Age shall not weary them, nor the  
 years condemn,  
 At the going down of the sun and in  
 the morning  
 We will remember them."

Poppy Day is the finest opportunity we have to remember, in a practical way, the heroism and sacrifices of the War. Poppy Day finances the work of the British Legion for the survivors, thousands of whom to-day are gravely handicapped by age, sickness and the strain of the War years. These men, and the dependants who share their need, have the strongest possible claim on your sympathy. Please help the Legion to help them by giving as much as you possibly can for your Poppies of Remembrance.

## POPPY DAY

Nov. 11

DONATIONS will be thankfully received by Poppy Day Committees or by Captain W. G. Wilcox, M.B.E., Organising Secretary, Haig's Fund, 29, Cromwell Road, London, S.W.7. POPPY SELLERS ARE URGENTLY NEEDED. Ladies willing to volunteer for this work should communicate with the Local Committees or the Headquarters of Haig's Fund.

## S. V. R.

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## Chart of War Gases

"THE CHART OF WAR GASES" (Reprinted from C. & D. 30.IV.38) provides in a concise and clear form a brief description of the chief poison gases; methods of detection; their effects and time action, and an outline of the First Aid methods to be employed to casualties. The chart has been carefully drawn up and is based on information contained in the Home Office A.R.P. Handbooks and the manuals of national First Aid organisations. It should be useful to the pharmacist in the course of his business. Customers interested in the purchase of air raid precautions goods will appreciate a copy for their own use. Chemical manufacturers and firms engaged in all branches of the wholesale drug trade will find the chart of practical use in connexion with arrangements they make for air raid precautions, and it is suggested that copies of the chart should be distributed to their staffs.

Reprints are available at the following prices, postage included:—

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## Information Department

### INFORMATION WANTED

T/25	Boustrof	s. d.	M/21	K.I.S. blade protector
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THE

## CHEMIST AND DRUGGIST

October 29, 1938

NO. 3064

## CONTENTS

	PAGE		PAGE
Australian Sandalwood Oil	482	Personalities	479
Bayer's Jubilee	484	Pharmaceutical Society of Great Britain	472
Births	479	Pharmaceutical Society of Northern Ireland:—	
Business Changes	467	Council Meeting	474
Coming Events	479	Pharmacy Act Cases	473
Company News	473	Proprietary Articles Trade Association	467
Correspondence:—		Recent Research	482
Letters	489	Recent Wills	479
Miscellaneous Inquiries	490	Retrospect	490
Deaths	479	Roche's New Headquarters	476
Editorial Article:—		Scottish Notes	471
New Plan for Pharmacy	481	Topical Reflections	471
Imperial and Foreign News	472	Trade Marks	483
Information Department	480	Trade Notes	478
Insurance Act Dispensing	475	Trade Report	486
Irish Notes	470	U.S.A. Synthetic Chemicals Production	483
Marriages	479		
News in Pictures	469		
News of the Week	467		

## New Plan for Pharmacy

UNDER Company News in this issue, p. 473, the interesting announcement appears that a company has been formed with the title of Unichem, Ltd., mainly to constitute a self-appointed committee into a local entity which can negotiate agreements, register trade marks and perform other functions on behalf of its members. Later on, it is proposed to form a much larger company to carry on what may be described as the Unichem scheme. The original subscribers are Mr. F. Cherry, Walton-on-Thames; Mr. T. W. Cleave, Blackheath, London; Mr. C. H. Foster, Dulwich; Mr. D. A. Rees, Brixton; Mr. E. Skues, Tooting, honorary secretary; Mr. A. G. Wrench, Shirley, Croydon. The central idea of the scheme is to initiate a new plan for proprietors of privately-owned pharmacies in Great Britain. The founders are not in any way oblivious to the difficulties, but the plan in itself is a simple one in that it is proposed to assist proprietors of privately-owned pharmacies in Great Britain to combat multiple-store trading. In America, which is obviously to be recognised as the home of chain-store trading, there have been established groups of retailers acting together in one of several forms of organisation. These groups are described as "voluntary chains." A voluntary chain is a group of retailers each owning his own shop associated with and under the leadership of the wholesaler or acting co-operatively without the wholesaler in order to gain the advantages of the centrally-owned chain store. It is of interest to note that two chain stores in America have been transformed into voluntary chains through the sale of branches to local managers. This is held to be a clear instance of the use of chain-store technique in organisations giving more scope for initiative and individuality than has so far been found possible in a centrally-owned organisation. We understand that retail buying associations have developed similarly in Holland where, as in France, they were founded to meet competition not of chain stores but of the consumers' co-operative

movement. We understand that out of some 40,000 retail grocers in Holland, 4,000 are now organised in three national associations with central buying services and their own private brands. With regard to restriction of membership, this has been found desirable in most countries, and in Germany only businesses of similar size can be associated with one another. Co-operative buying organisations have been successfully carried on for some years for pharmacists in various towns in the Midlands, but they have only operated in a limited area and have not extended their activities beyond economies in buying. The following are statements by the original subscribers to the scheme:—

Pharmacy lends itself to the formation of voluntary chains for two reasons:—

1. That the average private pharmacist is compelled to buy in small quantities on account of his relatively small turnover and the large variety of stock which he must carry, and therefore there is considerable advantage to be gained by collective buying.
2. The personal nature of his business gives the individually-owned pharmacy proprietor a considerable advantage over the multiple chain-store if only he is backed by equally good organisation and publicity.

The number aimed at in the first year is 150 shops, so as to be able to guarantee a definite volume of business. This is to enable wholesalers to have a firm basis on which to work their contract prices. It is common knowledge that chemists to-day are harassed by the considerable variety of packed goods of various brands which they must carry in stock. Exceptional reasons do apply in the case where branded goods are an important source of revenue to both the chemist and the supplying organisations. National advertising for a group of shops, each of which carries on business under the name of its own proprietor, must, it is stated, centre round a trade mark or projected name associated with all of them, and this is best of all associated with the name of an article which all of them display and sell. Ethical preparations come into the scheme because only chemists should act as distributors. In regard to stocking these preparations, here again a guarantee will be required from the chemist to stock a certain minimum quantity. There is some significance in the fact that the subscribers do not propose to manufacture their own branded articles. The plan is to take advantage of the manufacturing facilities which are already available to select goods from those who are specialists in each variety, and proprietary articles to be packed to the company's own formula and specification under trade marks which the company has previously registered.

The individual pharmacist has for many years laboured under the great disadvantage of being unable to compete on level terms with the huge chain-store organisations. As is now well known, these chain stores are dependent upon the qualified chemist for their very existence. They could not keep open shop without the presence of a qualified assistant, and if this scheme were to succeed, there might be some repercussion on the ever-growing number of chain stores throughout the country. Without expressing any views as to the ultimate success of the scheme, it does appear at first glance a satisfactory type of organisation for maintaining the position of the individual chemist in the trading community. The scheme is as yet of course in its infancy, but its progress will be watched with considerable interest.

## Australian Sandalwood Oil

E. J. Parry, D.Sc., F.I.C.

An interesting paper on the present position of the chemistry of Australian sandalwood oil, by A. R. Penfold, was published recently in the "Australasian Journal of Pharmacy." It contains, however, one most extraordinary statement. In reviewing the history of the oil, the author states that Mr. Mayhew, when president of the Pharmaceutical Society of Western Australia, spent a considerable sum of money in distilling and marketing the oil in 1894-95, and Mr. E. J. Parry, of essential oil fame, started operations in the Mount Barker district many years ago. Mr. Penfold points out that as recently as 1920 the oil was found to contain only 76 per cent. of sesquiterpene alcohols. The oil of *Santalum album* contains, he states, 90 to 95 per cent. of sesquiterpene alcohols, the greater portion of which consists of  $\alpha$ -santalol and  $\beta$ -santalol. He points out that the manufacturers in Western Australia have effected considerable improvement during the past ten years. In 1928, when Penfold first examined the commercial oil, the sesquiterpene alcohols amounted to over 90 per cent., but the quantity of actual santalol did not exceed 45 per cent. Since then, Penfold states, the amount of true santalol has been increased to 60 per cent. Penfold states that "It is also worthy of note that one of the greatest handicaps to the greater utilisation of the Western Australian oil has been due to the unfair tactics adopted by overseas competitors in using differences in chemical composition and botanical nomenclature for trade purposes."

Attention may be drawn to the fact that Penfold ("Journal and Proceedings of the Royal Society of New South Wales," LXII, 60) wrote the following: "The production, however, of these high-grade oils does not necessarily mean, even allowing for the chemical and physical constants being in agreement with the East Indian, that this Australian oil is identical in chemical composition; and I am able to show under experiment that such is not the case." It is not possible to agree with Penfold that unfair tactics have ever been used against Australian sandalwood oil. It does not follow that an article is B.P. because certain characters agree with the B.P. monograph. It is well known that oil of *Santalum lanceolatum* was added to the other oil to make the characters agree with those of the British Pharmacopœia, and in his 1928 paper Penfold made the following remarks: "No valid reason has been advanced as to why the Australian oil cannot find a market on its own intrinsic merits as the products of *Eucarya spicata*. The B.P. authorities should undoubtedly make provision for it in the B.P. under its own generic name, as it is futile to include it under the same heading as the oil of *Santalum album*, more especially as the chemical and physical characters of the Australian oil can be made similar by the addition of the distillate of *Santalum lanceolatum*." This reasonable view, coupled with the fact that the two oils are not identical in composition, and that an oil from more than one source, balanced so as to give figures identical with the B.P. figures for sandalwood oil, does not make that oil B.P., were, apparently, the only "tactics" which competitors used. It is interesting to note that Professor Simonsen is working on the chemistry of the oil, and that Penfold is engaged in collaboration with him. It is not unlikely that the sesquiterpene alcohols of the Australian oil, says Penfold, may be structurally related to the santalols. He gives the following as the character of a recent sample of the commercial oil:—Specific gravity, 0.9789; optical rotation, -4.2°; refractive index at 20° C., 1.5074; ester number, 13.4; ester number after acetylation, 208.3; alcohols as santalol, 96.8 per cent. It is soluble in three volumes of 70 per cent. alcohol.

[Dr. Parry further adds that he has never been in the Mount Barker district and has never had any interest in any factory or distillery whatsoever, and never had any connexion with any sandalwood oil factory in Australia or elsewhere.—EDITOR.]

**APOTHECARY STREET.**—Union Street, London, E.C.4, is to be re-named Apothecary Street, because it leads to Apothecaries' Hall, Water Lane.

**TRAFFIC IN OPIUM.**—The report submitted by the seventh committee to the Assembly of the League of Nations on Traffic in Opium and other Dangerous Drugs has recently been issued. Copies may be obtained from the London Office of the League, 16 Northumberland Avenue, W.C.2.

## Recent Research

### Iodides as Antidotes in Thallium Poisoning

PROFESSOR O. V. HYKES and DR. F. A. DIAKOV (Biologické Spisy Vysoké Skoly Zvěrolékařské, 15, pp. 29-45) find that iodides administered subcutaneously reduce greatly the toxic effects of thallium acetate. Rats given thallium acetate in the diet (0.3 mgm. to 0.4 mgm. per kilo body-weight) quickly developed symptoms of acute thallium poisoning and lost almost all hair, and the thallium had to be periodically omitted from their diet. Animals given 0.3 mgm. per kilo body-weight for thirty-two days and then 0.4 mgm. for six days were completely protected by daily injections of 0.5 cc. of solution of iodide of lithium, potassium or sodium (containing 20 mgm. of iodine per cc.). All the rats remained increased in weight and preserved their coats. Rats injected with magnesium iodide appeared healthy but lost much hair, whilst calcium iodide caused dermatitis and had to be discontinued.

### Sulphur Dioxide as Bedbug Fumigant

H. C. GOUGH, in "Nature" (141, 3560, p. 164) gives the results of an investigation as to relative resistance of the different stages of the bedbug (*Cimex lectularius*, L.) to fumigation by sulphur dioxide. The amount of sulphur dioxide to give a complete kill at 23° C. and 60 per cent. relative humidity is as follows:—

STAGE	CONCENTRATION OF SO <sub>2</sub> Mgm./ litre	Per cent. by Volume
0-2 day old eggs	16.7	0.63
2-4 day old eggs	15.8	0.61
4-6 day old eggs	12.0	0.46
6-8 day old eggs	8.9	0.34
1st nymphal instar, 1 day after hatching, unfed	6.2	0.23
1st nymphal instar, 2 days after feeding	6.1	0.23
2nd nymphal instar, 2 days after feeding	6.0	0.23
3rd nymphal instar, 2 days after feeding	5.7	0.22
4th nymphal instar, 2 days after feeding	5.8	0.22
5th nymphal instar, 2 days after feeding	6.1	0.23
Adults, 2 days after first meal	4.2	0.16

Thus the egg is more resistant to sulphur dioxide just after being laid, and this resistance decreases as the time of hatching approaches. The work was done on behalf of the Committee of Bedbug Infestation of the Medical Research Council.

### Pyrethrum Flowers

V. A. BECKLEY, one of the three pioneers who introduced pyrethrum (*Chrysanthemum cinerariae folium*) into Kenya in 1928, with C. B. Gnadinger and F. Ireland (U.S.A.) publish in "Industrial and Engineering Chemistry" (30, 7, p. 835-8) the results of an investigation of the pyrethrin content of Kenya flower heads. Cultivation for commercial purposes dates from 1932 and is confined to districts between 6,500 and 9,500 feet above sea level. Practically the whole of Kenya pyrethrum is derived from two strains imported by Gilbert Walker in 1928, and from Harpenden (England) by the Kenya Department of Agriculture in 1931. Importation of foreign seed is prohibited to prevent introduction of a strain with low pyrethrin content. In Kenya, unlike other countries, the plants produce flowers continuously so that the flower heads must be hand picked. The pickers are trained to gather flowers which have at least two rays of disc florets open (this giving less than 5 per cent. of immature heads). Alternatively the field is harvested every 16 days, all flower heads with ray florets horizontal being plucked (immature heads being about 12 per cent.). The pyrethrin content of the flower head is small (0.84 per cent. and 1.29 per cent.) in closed buds and heads with vertical ray florets, but attains a maximum (1.83 per cent.) just before the whole disc is fully open, being 1.63 per cent. when the second and third row disc florets are open. The percentage begins to diminish as the flowers become fully open, falling to 1.21 per cent. as they ripen. By ordinance all pyrethrum produced must be sold to the central agency at Nakuru, where it is bulked, baled, and sampled. Kenya flowers in 1936 commanded in the United States of America a premium of 15 per cent. over Japanese pyrethrum, but possessed nearly 50 per cent. more pyrethrins. Business is now based upon a guaranteed minimum of 1.3 per cent. of pyrethrin as minimum content (certificates of analysis showing at least 1.4 per cent. at time of shipment). This standard resulted in greatly improved prices from 1937 as the buyer can afford to pay for Kenya flowers thirteen-ninths of the price current for Japanese pyrethrum.

# U.S.A. Synthetic Chemicals Production

THE following details of production in the United States of America during 1936 and 1937 of synthetic medicinal products are published by the Department of Commerce, Washington, in "World Trade Notes" on chemicals and allied substances. Production in 1937 totalled 16,613,806 lb., according

to preliminary figures released by the Tariff Commission as against the 1936 output of 13,250,004 lb. Comparative figures for production and sales of certain individual synthetic medicinals of both coal tar and non coal-tar origin in 1936 and 1937 are as follows:—

Item	1936			1937		
	Production	Sales		Production	Sales	
<b>Coal tar:—</b>		Lb.	Lb.	\$	Lb.	Lb.
Acetanilide ... ... ... ...	569,338	593,304	119,608	986,429	950,827	189,739
Acetylsalicylic acid (aspirin) ... ... ...	4,385,533	4,115,308	2,208,679	4,997,453	5,143,672	2,624,133
<i>p</i> -Aminobenzenosulphonamide (sulphanilamide) ... ...	—	—	—	355,369	267,104	1,322,412
<i>p</i> -Aminobenzoyldiethylaminoethanol ... ...	11,896	9,730	328,475	13,446	13,154	381,390
Arsphenamine ... ... ... ...	477	335	60,724	237	266	36,423
Barbituric acid derivatives:—						
Phenobarbital ... ... ... ...	99,665	90,147	468,842	94,185	92,171	419,390
Phenobarbital-sodium ... ... ... ...	7,985	8,470	56,447	9,291	10,527	40,958
Benzaldehyde ... ... ... ...	—	—	—	73,086	65,744	54,144
Caffeine sodium benzoate ... ... ... ...	—	—	—	1,805	1,269	3,640
Dyes, medicinal—total ... ... ... ...	40,388	36,552	1,327,638	40,104	38,089	759,299
Ethyl- <i>p</i> -amino-benzoate ... ... ... ...	11,037	11,143	41,325	15,139	12,444	44,054
Magnesium salicylate ... ... ... ...	—	—	—	—	5,487	5,482
Mandelic acid and salts ... ... ... ...	44,232	—	—	148,408	121,932	242,210
Neoarsphenamine ... ... ... ...	7,050	6,108	1,093,404	8,797	8,238	1,083,991
Phenolphthalein ... ... ... ...	—	—	—	460,400	—	—
Salicylic acid ... ... ... ...	3,661,560	2,191,239	604,051	4,402,889	2,283,420	610,549
Sulpharsphenamine ... ... ... ...	280	239	51,683	325	291	49,323
Tetraiodophenolphthalein sodium salt ... ...	5,951	4,784	83,063	5,997	4,940	73,018
<b>Non-Coal-Tar:—</b>						
Aminoacetic acid ... ... ... ...	56,801	56,015	96,433	116,344	105,405	195,879
Barbituric acid derivatives—total ... ...	123,517	75,571	589,801	119,835	67,844	419,457
Ethyl nitrite ... ... ... ...	—	—	—	24,629	16,776	10,537
Iodoform ... ... ... ...	9,906	9,519	34,444	12,537	—	—
Methyl iodide ... ... ... ...	431	415	1,955	515	459	2,319
Terpin hydrate ... ... ... ...	49,500	—	—	75,475	—	—
Theophylline derivatives:—						
Ethylenediamine ... ... ... ...	—	—	—	8,810	—	—
Thymol iodide ... ... ... ...	6,603	6,155	20,547	7,507	6,000	18,603

## Trade-Mark Applications

(From "The Trade Marks Journal," October 19, 1938)

### SCHEDULE III

"DERROMULSION" and "DERROTHAN"; for agricultural, veterinary emulsion and chemicals, etc. (2). By Leyton Manufacturing Co., Ltd., 52 Leadenhall Street, London, E.C.3. 586,881/2. (Associated.)

"M4X" and device of man lighting beacon (M4X disclaimed); for medicated powders for use by insufflation into the nose (3). By Gawith, Hoggarth & Co., Ltd., 25 and 27 Lowther Street, Kendal. 582,176. (Associated.)

"DIGESTIF RENNIE"; for preparations for digestive ailments (3). By E. Griffiths Hughes, Ltd., Peru Street, Adelphi, Salford, Manchester. B585,962. (Associated.)

"NEOVERA"; for medicated analgesic and antipyretic preparations (3). By Schering, Ltd., 185 High Holborn, London, W.C.1. 586,781.

"JUNO-JUNIPAH MINERAL SPRING SALTS" with label device of goddess (word "Junipah" disclaimed); for mineral salts containing oil of juniper (3). By Northey du Maurier, 67 Fitzwilliam Road, Vaucluse, Sydney, New South Wales. 585,321.

"THROATIES" with winged lion device (word "Throaties" disclaimed); for throat pastilles (3). By Potter & Clarke, Ltd., 60 Artillery Lane, London, E.1. 585,979. (Associated.)

"PHOSPHOSEAL"; for medicines containing phosphorus (3). By J. Flinton Harris, 46 Main Road, Old Duston, Northampton. 586,870.

"BERNARDINE TONIC WINE" with label devices of mountains and dog's head; for medicated wine (3). By The Victoria Wine Co., Ltd., 12 Osborn Street, London, E.1. 587,014. (Associated.)

"KLEENEX"; for perfumery, excluding soap (48). By Canadian Cellucotton Products Co., Ltd., 330 University Avenue, Toronto, Canada, and Cellucotton Products, Ltd., 317 High Holborn, London, W.C.1. 582,776.

### SCHEDULE IV

"DUNMAY"; for shaving cream, soap and paste (3). By Fred Dunn, 39 Greystoke Park Terrace, London, W.5. 600,831.

"ANTINICOT"; for nicotine stain removing preparations (3). By Thomas Hamilton Savage, 50 Chepstow Road, Treorchy, Rhondda. 600,227.

"CLOAK OF NIGHT"; for perfumes and cosmetics (3). By Lentheric, Incorporated, 761 Fifth Avenue, New York, U.S.A. 600,539.

"1066 CONQUEROR" and device of knight (word "Conqueror" and "1066" disclaimed); for disinfectants and insecticides (5). By W. C. Evans & Co., 5 Cook Street, Pendleton, Salford. 600,158. (Associated.)

"NEW-SKIN" on label device of hands holding bottle (device disclaimed); for medicated and waterproof coating for wounds (5). By New-Skin Co., Ltd., 160 Piccadilly, London, W.1. 600,366. (Associated.)

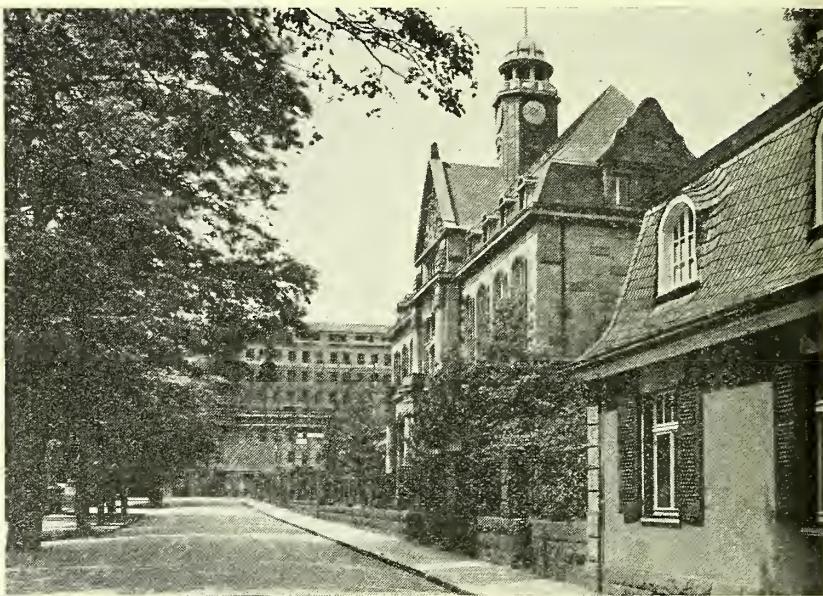
"CODMUL"; for cod-liver oil emulsion (5). By Fredk. Boehm, Ltd., 17 Jewry Street, London, E.C.3. 600,730.

"Housok"; for pharmaceutical preparations, etc. (5). By Price's Patent Candle Co., Ltd., Belmont Works, London, S.W.11. 600,816.

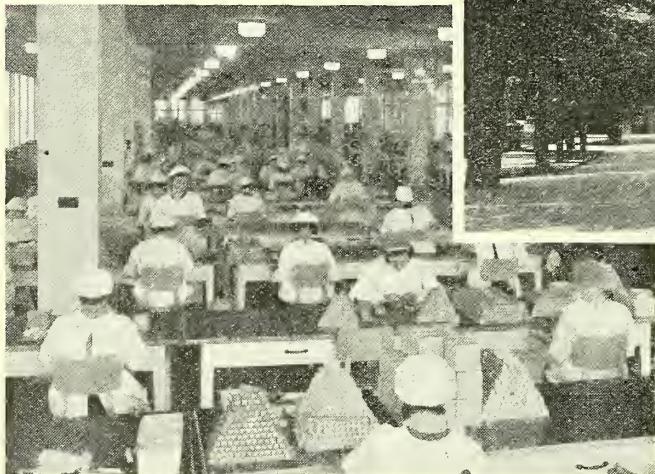
"H.F. TRUSTED" with sword device ("H.F. Trusted" disclaimed); for surgical and medical apparatus (10). By Herbert Fromm, 29 Oxford Street, London, W.1. 600,605.



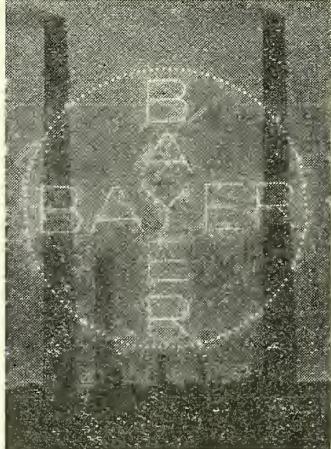
*View at the Hoechst factory*



*New and old administrative buildings*

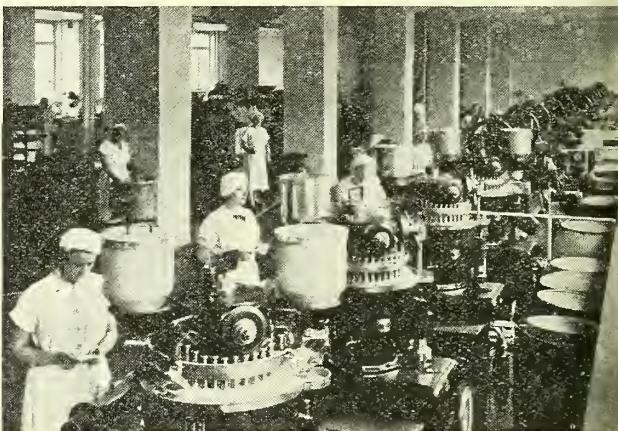


*One of the packing rooms*

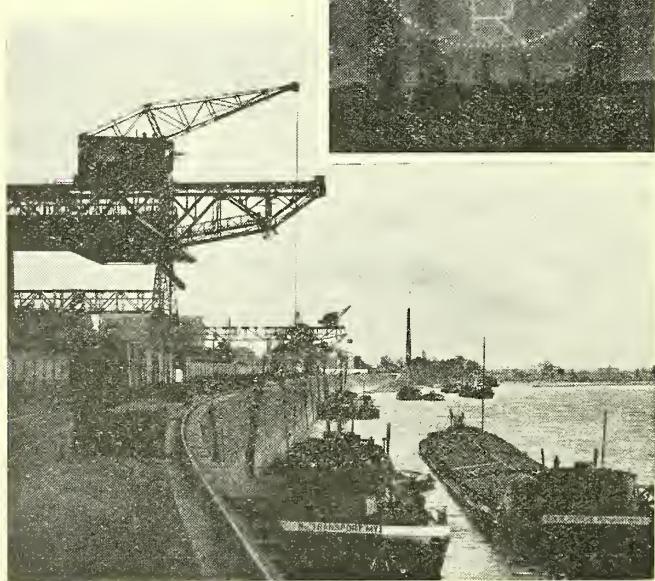


*Right: Largest suspended light sign in the world*

*Below: Quay at Leverkusen*



*Battery of presses in the tabletting department*



*Building in which pharmaceutical products are packed*

**BAYER  
WORKS**

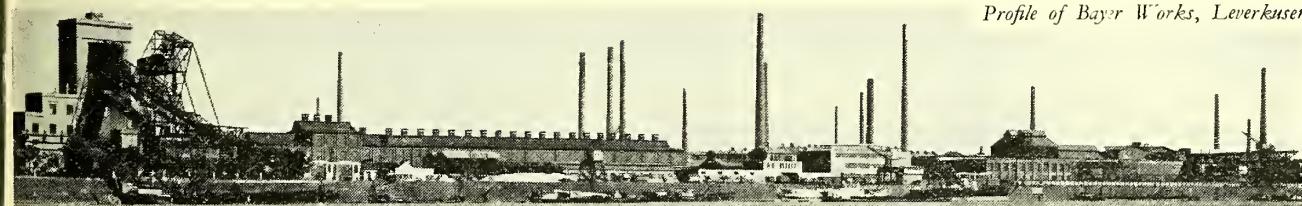
# Bayer's Jubilee

IT was to be expected that the completion of the fiftieth year of activity of the Bayer organisation would be commemorated in some special way. The method chosen, a descriptive brochure, has obvious advantages, and the format and technical excellence of "Fifty Years of Bayer Remedies" make it as handsome and appropriate as could well have been conceived. Its ninety-odd pages of excellent photo-lithography on good white stock will give pleasure to the connoisseur of print as well as providing interest for the man of science, and it is not impossible that many copies will survive to be brought out again at the hundredth anniversary.

## Origins

Readers of THE CHEMIST AND DRUGGIST are familiar with many instances of pharmacists who have found their early training valuable in other spheres. The Bayer company is a converse example of a pharmaceutical organisation having originated in quite another industry. Friedrich Bayer & Co., Elberfeld, Germany, were operating a dye works when, in February 1888 they decided to initiate a special pharmaceutical department. The decision resulted from the synthesis of the compound para-hydroxyethylacetanilide by two young chemists, Duisberg, who later became chairman of I.G. Farbenindustrie A.G., and Hinsberg. Under the name phenacetin this was produced for many years as a Bayer speciality. Later it was adopted by many pharmacopeial authorities, including the British, into national pharmacopeias. No doubt, in opening the new department, the directors took an optimistic view of the potentialities of synthetic chemistry in medical treatment, but even the rosiest prophecy at that time must have been a weak and dim vision when compared with the phenomenal developments that have since taken place. For to the

tolerance of new chemical compounds. To-day there are research institutes at Elberfeld, Hoechst and Marburg. Behring, a pioneer working in anti-diphtheria serum, became head of a serum department in which this and other sera and vaccines were produced. The serum was first produced from a variety of animals, including thirty-four sheep, one horse and one cow. Experience proved that the serum obtained from the sheep and cattle lacked potency, and these animals were abandoned in favour of horses. A larger serum works was opened in 1894. However, the chemical departments continued first in importance, though practical difficulties often arose. In the annals of the firm there occurs an account of trouble with townspeople over sulphonated manufacture. "The mother substance of sulphonated is mercaptan, of which 1/460,000th of a milligramme is perceptible to smell. It is little wonder that after the production of sulphonated had been started in the Barmen plant in 1888, the mayor received a petition from 100 worthy inhabitants and the headmaster of a school, asking him to close the sulphonated plant on account of the terrible smell of cats which it disseminated. The management had, of course, tried to prevent this inconvenience. Thus for a time all the gaseous fumes were made to pass through a solution of caustic soda, with the happy result that the mercaptan was taken up and lost its smell. This did not last long, however; complaints came from the inhabitants of the lower reaches of the river Wupper. The sufferers made nocturnal expeditions to discover the source of the nuisance, and found that a dye-works was discharging acid fluids into the Wupper which obviously were causing the smell. As a matter of fact, the dye-works was not the culprit; it was the inflowing acid which liberated the secret part of the mercaptan-sodium brew and set the whole of Oberbarmen in an uproar. The only way out was to move the factory. It was first removed a few kilometres to the south, to



Profile of Bayer Works, Leverkusen

original phenacetin have been added antipyrene, salol, aspirin, Pyramidon and Novalgin in the analgesic class; Avertin, Evi-pan, Luminal hypnotics; Atoxyl, Salvarsan, Neo-Salvarsan, Plasmoquine, Atebrin and Prontosil chemotherapeutic agents; Prolan, Suprarenin, Hypophysin and Elityran hormone preparations; Betaxan and other synthetic vitamins; to select but a few of the main items in each class, and omitting all reference to veterinary products and those used in the treatment of tropical diseases. Much turned, no doubt, on the success encountered by the first product phenacetin. If it had failed, who can now say whether the department would have lapsed and the whole subsequent course of medical practice been completely different? However, the speculation is idle, for its success was instant and prolonged. Production, which commenced at the rate of 20 kgm. per day, rose rapidly to 100 kgm. per day. The success of antipyrene was equally striking. There was an epidemic of influenza throughout Europe in 1889 and the demand for the new antipyretic was of astronomical dimensions. One pharmacist at Stuttgart sat "8-10 days, from early morning to late at night, making only antipyrene powders—700 to 800 a day."

## Research Institutes

Distinguishing between causes and results is always difficult, but it is probable that the step which led to the development of the organisation on its present lines was the establishment, in 1896, of research laboratories which were, and still are, independent of the factories. At that time the pharmacological departments of the universities were not equipped to investigate the claims of new chemical medicaments, and the research departments of the Bayer and other organisations took upon themselves the determination of the efficiency and degree of

Haan. . . . The idea of a floating factory at sea was dismissed as impracticable. Finally, a move was made to Schelphoh, a solitary spot in the Lueneburger Heide (North-West Germany). In 1904 a fire broke out there one night and destroyed everything that was inflammable. In the meantime, however, technical methods had been found which enabled the production of mercaptan to be carried out without any smell." About that time the greater part of the Elberfeld plant was removed to Leverkusen, where tablet making and ampoule filling were among the operations for which special provision was made. At the same time the sections that remained at Elberfeld were enlarged. In 1928 an entirely new building, having an area of 150,000 sq. ft., was erected at Leverkusen. Enlargements were also carried out at Hoechst. When the I.G. Farbenindustrie A.G. was formed, all the pharmaceutical departments of the component companies were amalgamated, and Leverkusen became the central office of the Bayer section of the combine. At headquarters a large number of doctors, dentists, pharmacists and other research workers is employed. Among numerous auxiliaries are a central translation bureau; scientific library named after Kekulé and containing 75,000 volumes; press and information bureau; and sound-film studio and auditorium. Some of the films have been shown many times in this country, especially at branch meetings of the Pharmaceutical Society and meetings of local associations. Further extensions to the offices, in a new building occupying 10,000 square metres, are being opened this 'jubilee' year.

On the commercial side of the Bayer organisation the policy has been, from the start, to improve and increase the means by which the firm's products can be put into the hands of doctors in any part of the world with a minimum of delay. Eighty branches now exist, and a recent development has been the provision of an aeroplane to reach remote districts.

# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C. 2, October 27

THE week has been a quiet one on the markets, but the general steadiness of prices in all sections may be taken as encouraging to those who look for greater activity in the near future. Seasonal articles have been in fair demand and the distinctly colder temperatures of the last few days may stimulate interest in commodities required for winter remedies.

### Crude Drugs

Volume of business has been fair to medium, with good demand from country buyers compensating in some measure for scarcity of export orders. ANTIMONY is dearer, and ALKANET, CHAMOMILES and SENEGA are firmer than last week. PIMENTO on the spot is firmer and forward prices are at a slight advance. Active markets have been Polish ERGOT and Curaçao ALOES, though Cape ALOES, in common with Sumatra BENZOIN and COCOA BUTTER, is easier. The forward positions of West African GINGER and CARNAUBA WAXES has also eased. TURMERIC prices are a shade lower than last week, but firm at their present levels. BEES' WAXES are becoming scarce on the spot and scarcity at Shanghai is reported of Shensi RHUBARB. All Chinese MENTHOL is reported sold up to February shipments. On account of low prices prevailing for manufacturing qualities of SENNA PODS (Tinnevelly), importers show no interest at present in arranging further shipments.

### Essential Oils

A feature of the week has been the improved value of CASSIA, both spot and forward. Buyers have been eager in trying to secure spot and near afloat stocks of ANISE (STAR), but sellers have been reluctant; it is reported that Chinese stocks are for the moment exhausted. The forward positions of Ceylon CITRONELLA and Bourbon GERANIUM are firmer. CANANGA and EUCALYPTUS are fractionally easier. LEMON stocks in London are at an unprecedentedly low level and certain intending purchasers are stated to be still unsatisfied.

### Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	October 20	October 27
Amsterdam	Fls. to £	12.107	8.76	8.77
Berlin	Mks. to £	20.43	11.90	11.90
Brussels	Belgas to £	nominal	28.20	28.21
Copenhagen	Kr. to £	18.159	22.40	22.40
Lisbon	Esc. to £	110	110	110
Madrid	Ptas. to £	25.242	nominal	nominal
Milan	Lire to £	92.46	90 $\frac{1}{2}$	90 $\frac{1}{2}$
Montreal	Dols. to £	4.86 $\frac{1}{2}$	4.82	4.81 $\frac{1}{2}$
New York	Dols. to £	nominal	4.77 $\frac{1}{2}$	4.77 $\frac{1}{2}$
Oslo	Kr. to £	18.159	19.90	19.90
Paris	Fr. to £	124.21	178 $\frac{1}{2}$	178 $\frac{1}{2}$
Prague	Kr. to £	164.25	138 $\frac{1}{2}$	138 $\frac{1}{2}$
Stockholm	Kr. to £	18.150	19.40	19.40
Warsaw	Zloty to £	43.38	25 $\frac{1}{2}$	25 $\frac{1}{2}$
Zurich	Frs. to £	25.2115	20.98	21.01

Bank rate 2 per cent.

### Pharmaceutical Chemicals, etc.

A FAIR demand continues for seasonable articles. There are no major price changes to report.

ACETANILIDE.—Unchanged: B.P. crystals and powder quoted at 7d. to 1s. 10 $\frac{1}{2}$ d. per lb., as to quantity.

AMIDOPYRINE.—Quiet and steady: crystals, two cwt., 9s. 4d.; one cwt., 9s. 8d.; less than one cwt., 10s. per lb., with powder 2 $\frac{1}{2}$ d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Unchanged; quoted at one cwt., 1s. 6 $\frac{1}{2}$ d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins; and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN (TABLETS).—The following are agreed wholesale prices for the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 10d.; 10,000, 2s. 9d.; 25,000, 2s. 7d.; 50,000, 2s. 6d.; 100,000, 2s. 5d.; 250,000, 2s. 4 $\frac{1}{2}$ d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d. per thousand tablets. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Steady routine business: spot, two cwt., 8s. 11d.; 56 lb., 9s. 2d.; less than 56 lb., 9s. 5d. per lb.

BENZOIC ACID (B.P.).—Steady at makers' scale of prices: five cwt., 1s. 7 $\frac{1}{2}$ d.; one cwt., 1s. 8d.; smaller parcels, from 1s. 9d. to 2s. 2d. per lb., ex store, as to quantity.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. 3d. per lb. net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4 $\frac{1}{2}$ d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5 $\frac{1}{2}$ d. AMMONIUM, B.P., five cwt., 1s. 6 $\frac{1}{2}$ d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Fair inquiry, market steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—The scale for Continental material, duty paid, in 5-lb. tins, is as follows:—Pure alkaloid, two cwt., 8s. 10d.; one cwt., 9s. 0 $\frac{1}{2}$ d.; 56 lb., 9s. 2 $\frac{1}{2}$ d.; less than 56 lb., 9s. 4 $\frac{1}{2}$ d. per lb. Citrate, two cwt., 5s. 11 $\frac{1}{2}$ d.; one cwt., 6s. 0 $\frac{1}{2}$ d.; 56 lb., 6s. 1 $\frac{1}{2}$ d.; less than 56 lb., 6s. 2 $\frac{1}{2}$ d. per lb. Soda sal., two cwt., 6s. 2 $\frac{1}{2}$ d.; one cwt., 6s. 3d.; 56 lb., 6s. 4 $\frac{1}{2}$ d.; less than 56 lb., 6s. 5d. per lb. English makers' prices as follows: Pure alkaloid, two cwt., 9s.; one cwt., 9s. 2d.; 56 lb., 9s. 4d.; less than 56 lb., 9s. 6d. per lb. Citrate, two cwt., 5s. 11d.; one cwt., 6s.; 56 lb., 6s. 1d.; less than 56 lb., 6s. 2d.

CHLORAL HYDRATE.—Steady at makers' prices: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 2d.; one cwt., 3s. 3d.; 28 lb., 3s. 4d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Fair amount of business: British material quoted at 1s. 0 $\frac{1}{2}$ d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Steady, with average business being done: British material, 99 to 100 per cent., 92s. per cwt., less 2 $\frac{1}{2}$  per cent. discount. Dealers' prices for foreign material competitive.

EPHEDRINE.—Business continues good: British makers' quotations for Hydrochloride, B.P., 6s. per oz. for minimum 1,000-oz. lots; up to 7s. per oz. for smaller parcels. Alkaloid, 7s. 9d. to 8s. 6d. per oz., as to quantity.

GLYCERIN (B.P.).—Steady at the following scale:—

Contracts or Spot Lots of	Under 1 cwt.	1 cwt. and under 2 $\frac{1}{2}$ cwt.	2 $\frac{1}{2}$ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.
Minimum deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.
Tins, 14 lb. each ... ... per cwt.	97/6	93/-	92/-	89/-	88/-
Tins, 28 lb. ... ... "	94/6	90/6	89/6	86/6	85/6
Tins, 56 lb. ... ... "	91/6	88/-	87/-	84/6	83/-
Drums, 1 cwt. (charged 20/-) ... "	—	83/6	82/6	79/6	78/6
Drums, 2 $\frac{1}{2}$ cwt. (, 60/-) ... "	—	—	80/6	77/6	76/6
Drums, 5 cwt. (, 100/-) ... "	—	—	—	77/-	76/-
Drums, 10 cwt. (, 100/-) ... "	—	—	—	—	75/6
Extra per cwt. for smaller deliveries ex contract than as above specified	5 cwt. and under 10 cwt. 2 cwt. and under 5 cwt. 1 cwt. and under 2 cwt. Under 1 cwt. ...	—	—	—	—
Under 1 cwt. ...	1/-	1/-	1/-	1/-	1/-

Refined pale straw industrial glycerin, 1-260 S.G., at 5/- per cwt. less than the chemically pure.

GUAIACOL CARBONATE.—Occasional limited business: 8s. 10d. per lb., bulk quantities at slightly cheaper prices.

HEXAMINE.—Makers are offering at keen prices: B.P. powder, about 1s. 1 $\frac{1}{2}$ d.; free-running crystals, from 1s. 3d. to 1s. 6d. per lb., carriage paid, for bulk lots. Dealers quote: free-running crystals, 1s. 4d. for quantities of one cwt. and over; 1s. 8d. for 14-lb. lots, and up to 2s. for smaller parcels, carriage paid.

IODIDES.—Makers' prices for salts steady. POTASSIUM, B.P.—Not less than 1 cwt., 5s. 3d.; not less than 28 lb., 5s. 6d.; not less than 14 lb., 5s. 9d.; not less than 7 lb., 6s. 3d.; not less than 4 lb., 6s. 9d.; smaller quantities, 7s. 4d. per lb. SODIUM, B.P.—Not less than 7 lb., 7s. 4d.; not less than 4 lb., 8s.; smaller quantities, 8s. 10d. per lb. IODINE, B.P., RESUBLIMED.—Not less than 1 cwt., 5s. 9d.; not less than 28 lb., 6s.; not less than 14 lb., 6s. 3d.; not less than 7 lb., 6s. 9d.; not less than 4 lb., 7s. 5d.; smaller quantities, 8s. 2d. per lb. IODOFORM, B.P., CRYST., PRECIP. OR POWDER.—Not less than 28 lb., 8s. 3d.; not less than 14 lb., 8s. 7d.; not less than 7 lb.,

8s. 10d.; not less than 4 lb., 9s. 5d.; smaller quantities, 10s. 1d. per lb.

9s. 3d.; not less than 4 lb., 10s. 1d.; smaller quantities, 10s. 11d. per lb. Contracts for 1 cwt. and upwards (assorted if required), with full clause, for delivery as required during four months. 28-lb. tins and 1-cwt. cases free. All bottles are charged, but will be credited in full if returned carriage paid, in good condition within three months. Carriage paid on any quantity. It is a condition of sale that buyers undertake not to resell any quantity of the above products at prices below the scale for any such quantity current at the time the sale is made.

**LACTIC ACID (B.P.).**—Steady, with fair inquiry: quantities, in carboys, 1s. 4d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. up to 2s. per lb., as to quantity.

**MERCURIALS.**—Makers' prices are steady: terms, net, without engagement. Special prices for larger quantities and contracts. Bulk prices of assorted salts.

	Less than 28 lb.	Not less than 28 lb.	Not less than 112 lb.
Ammoniated Lump B.P. (White Precip.)	s. d.	s. d.	s. d.
Powder B.P.	5 10	5 6	5 5
Bichloride Lump B.P. (Corros. Sub.)	6 0	5 8	5 7
Powder B.P.	5 1	4 9	4 8
Chloride B.P. Calomel	4 9	4 5	4 4
Red Oxide Cryst B.P.C. (Red Precip.)	5 10	5 6	5 5
Levig. B.P.C.	6 11	6 7	6 6
Yellow Oxide B.P.	6 5	6 1	6 0
Persulphate White	6 3	5 11	5 10
Sulphide Black (Hyd. Sulph. cum. Sulph. 50%)	6 0	5 8	5 7
	5 11	5 7	5 6

**METHYL SALICYLATE.**—Quoted unchanged, spot, ten cwt., 1s. 1d.; five cwt., 1s. 2d.; one cwt., 1s. 2d.; less than one cwt., 1s. 3d.; small quantities, in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Competitive. Two cwt., 19s. 3d.; one cwt., 19s. 9d.; 56 lb., 20s. 2d.; small parcels, up to 20s. 8d. per lb.

**PHENACETIN.**—Average demand; prices steady: crystals or powder, bulk quantities, from 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

**PHENAZONE.**—Competitive. Crystals, five cwt., 6s. 9d.; two cwt., 7s.; one cwt., 7s. 3d.; less, up to 7s. 6d. per lb., with powder 2d. per lb. extra.

**POTASSIUM PERMANGANATE (B.P.).**—British makers' scale of prices for home trade is as follows:—Not less than one cwt., 10d.; not less than three cwt., 10d., in drums; not less than five cwt., 9d. in 1-cwt. drums and 9d. in 5-cwt. drums, net, delivered buyer's station, drums free. Technical or commercial quality, one cwt., 9s.; three cwt., 19s. 6d.; five cwt., 8s.; one ton, 86s. 6d. per cwt., in 1-cwt. drums.

**QUININE SALTS.**—Prices have been advanced on the basis of one penny per oz. on sulphate, due to weakness of sterling against Dutch currency: sulphate, 2s. 3d.; bisulphate, 2s. 3d.; ethyl carbonate, 2s. 11d.; salicylate, 2s. 11d.; hydrochloride, 2s. 10d.; dihydrochloride, 3s. 1d.; hydrobromide, 2s. 10d.; dihydrobromide, 3s. 1d.; valerianate, 3s. 9d.; phosphate, 3s. 5d.; hydrophosphate, 4s. 1d.; alkaloid, 3s. 1d. per oz., 100-oz. tins free, carriage paid on bulk quantities.

**SALICYLIC ACID (B.P.).**—Steady at makers' scales: five cwt., 1s. 7d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11d.; 7 lb., 2s. 0d.; 4 lb., 2s. 2d. per lb.

**SALOL.**—Unsteady; quoted around 2s. 2d. to 2s. 4d. per lb., spot, as to quantity.

**SODIUM BENZOATE (B.P.).**—Fair demand at steady prices: five cwt., 1s. 3d.; one cwt., 1s. 4d.; smaller parcels, from 1s. 5d. to 2s. per lb., as to quantity.

**SODIUM DIETHYLBARBITURATE.**—Prices unchanged from the agreed levels: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 3d. per lb.

**SODIUM SALICYLATE (B.P.).**—Fairly good inquiry. Prices for home trade, crystals or powder, five cwt., 1s. 5d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 1s. 11d.; 1 lb., 2s. 4d. per lb.

**SULPHONAL.**—Quoted irregular: crystals or powder, two cwt., 15s. 5d.; one cwt., 15s. 10d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7d. per lb.

**TARTARIC ACID (B.P. CRYSTALS).**—Steady and in fair demand. British makers quote at 1s. 1d. per lb., less 5 per cent. discount, dealers offering foreign materials at competitive prices.

**THEOBROMINE.**—Continental, pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb.; sodium salicylate, two cwt., 6s. 3d.; one cwt., 6s. 4d.; 56 lb., 6s. 5d.; smaller quantities, 6s. 6d. per lb., delivered, 5-lb. tins free; smaller packages extra.

**THYMOL.**—Quoted at: synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 4d.; 28 lb., 6s. 9d.; less, 7s. 6d. per lb., tins extra; ex ajowan seed, 1 cwt., 8s. 5d.; 56 lb., 8s. 10d.; 28 lb., 9s. 5d.; 14 lb., 10s. 6d. per lb.

**VANILLIN.**—Steady at Convention rates: ex clove oil or guaiacol, five cwt., 11s.; one cwt., 11s. 1d.; 56 lb., 11s. 3d.; less, 11s. 6d. per lb.

### Crude Drugs, etc.

**AGAR.**—Steady routine demand; spot prices unchanged. Spot, Kobe, No. 1, 3s. 3d.; No. 2, 3s.; Yokohama, No. 1, 3s. per lb.; shipment, Kobe, No. 1, November, 2s. 10d.; January-February, 2s. 10d.; Kobe, No. 2, February-March, 2s. 7d. per lb., c.i.f.

**ALKANET ROOT.**—Dearer; quoted at 50s. per cwt.

**ALOES.**—Activity in Curaçao continues; Cape rather easier, both spot and forward. Cape, spot, in boxes, 55s.; shipment, 47s. 6d. per cwt., c.i.f. Curaçao, spot, 170s. to 177s. 6d.; shipment, up to 155s. per cwt., c.i.f.

**ANTIMONY.**—Again dearer. Chinese, crude, spot, £58, duty paid; shipment, October-November, £48 10s. to £50 10s., c.i.f. English regulus, £71 per ton, ex store.

**BALSAMS.**—Unchanged. *Tolu*, 1s. 9d.; shipment, 1s. 8d.; *Canada*, 2s. 10d.; *Copaiba*, 1s. 8d.; *Peru*, 4s. 1d. per lb., spot.

**BENZOIN.**—Quiet and rather easier. Sumatra, ex store, 70s. to 90s. per cwt., as to quality.

**BUCHU.**—Business done has been slight, but prices remain fully steady; spot, rounds, in bales, 1s. 5d. to 1s. 7d., as to quantity and quality; ovals, ex store, 1s. 3d. to 1s. 4d. per lb.

**CAMPHOR.**—Steady and unchanged; Japanese monopoly BB brand, £7 10s. per 100 lb.; Japanese, natural, spot, tablets, 2s. 6d.; powder, 2s. 3d.; slabs, 2s. 2d. per lb., ex store; shipment: tablets, 2s. 2d.; powder, 1s. 11d.; slabs, 1s. 10d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz. and ¼ oz., 3s. 6d.

**CANTHARIDES.**—Dull. Russian, 4s. 3d. to 4s. 6d.; Chinese, spot, 2s. to 2s. 2d. per lb., as to quantity; shipment, 1s. 9d. per lb., c.i.f.

**CASCARA SAGRADA.**—Demand has been steady and prices are fully firm. Spot, 1938 bark, 52s. 6d.; 1937 bark, 57s. 6d.; 1936 bark, up to 65s. per cwt., ex store, duty paid.

**CELERY SEEDS.**—Quoted at 72s. 6d. per cwt.

**CHAMOMILES.**—The price has hardened, and 160s. per cwt. is now asked for Belgian first quality flowers.

**CLOVES.**—Business remains quiet with quotations unchanged: Zanzibar, spot, 8d.; shipment, November-December, 8d. per lb., c.i.f. Madagascar, in bond, 7d.; shipment, November-December, 6d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 22 were *nil*, and the deliveries 32, leaving a stock of 736. From January 1 to date the landings of Zanzibar have been 2,317, and the deliveries 2,977. Landings of Madagascar for the week ended October 22 were 21, and the deliveries 201, leaving a stock of 1,051. From January 1 to date the landings of Madagascar have been 1,586 and the deliveries 2,633 packages.

**COCOA BUTTER.**—Both English and foreign easier. Prime English, 8d.; foreign, 7d. per lb.

**COCONUT (DESICCATED).**—Dull; prices unchanged. Spot, fine, 16s. 3d.; medium, 16s. 6d. per cwt.; shipment, halves, November-December, 15s.; January-March, 15s. 6d. per cwt. (sellers), c.i.f.

**COD-LIVER OIL.**—Quiet and in small demand: finest Lofoten steam-refined non-freezing oil, 90s. per barrel, c.i.f. London, for bulk lots.

**COLCHICUM.**—Current quotations are, for corm, 55s. per cwt., and for seed, 1s. 1d. per lb.

**COLOCYNTH PULP.**—A small routine business has been passing. Spot, from 1s. to 1s. 3d. per lb., as to quality and quantity.

**ERGOT.**—Business in Polish continues good. Prices, Portuguese, spot, 4s. 5d. to 4s. 6d. per lb.; Polish, spot, 3s. 9d. to 3s. 11d. per lb., as to seller.

**GENTIAN.**—French root is at 32s. to 35s. per cwt., spot, as to seller; shipment, new crop, 28s. per cwt. Other Continental material is available at around 32s. per cwt.

**GINGER.**—Dull; forward quotation for West African rather easy. West African, spot, 25s.; for arrival (sellers), 21s. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 65s. to 75s.; small grinding, in bags, 42s. 6d. to 45s. per cwt., c.i.f.

**GUM ACACIA.**—Steady and unchanged. Kordofan, cleaned sorts, spot, 40s.; shipment, new crop, November and November-December, 34s. 6d. per cwt., c.i.f.

**HENBANE.**—Spot quantities available at 75s. per cwt.

**HENNA.**—Easier prices are quoted for both brown and green leaves: brown, 30s.; green, 35s. per cwt.

**HONEY.**—The position remains about as stated last week; prices unchanged: Jamaican, dark manufacturing, 30s. up to 40s. for pale set. Canadian, new crop, steady at 45s. 6d. to 48s., as to quality. Californian, white clover, 47s. 6d. per cwt., duty paid. Small lots of all descriptions at higher prices.

**IPPECACUANHA.**—Quiet, unchanged: Matto Grosso, B.P., spot, 7s. 3d. to 7s. 4d.; shipment, 6s. 10d. per lb., c.i.f.

**LAVENDER FLOWERS.**—Good blue flowers are offered at 160s. per cwt.

**MENTHOL.**—China reports having sold its whole output up to February shipments; Japanese product fully steady: K/S brands, spot, 13s. 10d. to 14s.; near afloat, 12s., c.i.f. Japanese shippers, quote November-December, 11s. 6d. per lb., c.i.f. Chinese, spot, 13s. 3d. French available at competitive prices.

MERCURY.—A normal volume of business is passing and the price remains steady at £14 10s. per bottle, ex store.

OPIUM.—A steady business has been flowing and prices are maintained: Turkish, none available in London; Iranian, 12 per cent., 1s. 1d. per unit, landed and duty paid; Bulgarian, original cases of 170 lb., 12½ per cent., 1s. 2d. per unit.

PEPPER.—The market is fully steady as quoted, with rather more business reported: Lampung, in bond, 2½d.; shipment, October-December, 2½d.; January-March, 2½d. (value), c.i.f. Tellicherry, spot, 4d.; shipment, November-December, 3s. 6d., c.i.f. Aleppy, spot, 4d.; shipment, November-December, 3s. 6d., c.i.f. White Muntok, in bond, 3d.; shipment, October-December, 3d.; January-March, 3d., c.i.f. London Terminal Market: Black, October, 2½d.; December, 2½d.; March, 2½d.; May, 3d. White, October, 3d.; December, 3d.; March, 3d.; May, 3d. per lb.

PIMENTO.—Spot position steady; forward quotations at higher level: spot, 8d. per lb.; shipment, November-December, 6s. per cwt., c.i.f.

QUASSIA CHIPS.—The current price is about 20s. per cwt.

RHUBARB.—Inquiry has been quite good and spot stocks are gradually clearing. Shanghai reports that nothing is available there: spot, rough round, 2s. to 2s. 2d. per lb.; Shensi, 4s. 9d. to 5s. per lb., ex store.

RUBBER.—Moderate business, values fractionally lower: smoked ribbed sheet, spot, 8½d.; November, 8½d.; December, 8½d.; January-March, 8½d.; April-June, 8½d.; July-September, 8½d.

SEEDS.—ANISE.—Spot, duty paid, Bulgarian, 47s. 6d.; Russian, 4s. CANARY.—Spot, duty paid, Mazagan, 16s. 9d.; MOROCCO, 16s.; Turkish, 15s. 6d.; Plate, 15s.; Spanish, 20s. to 37s. 6d. CARAWAY.—Dutch, spot, 33s., duty paid; 28s. quoted f.o.b. Holland. CORIANDER.—Morocco, spot, offered at 16s., duty paid. Very little business passing. CUMIN.—Spot, Malta, 49s.; Cyprus, 37s. 6d., both duty free; Morocco, 48s., duty paid; 44s., in bond. FENNEL.—Spot, Indian, 11 per cent., 22s. 6d.; 2 per cent., 27s. 6d.; Iran, 22s. 6d., in bond. FENUGREEK.—Morocco, spot, 13s. 6d., duty paid. MUSTARD.—English, 21s. to 32s. 6d., as to quality.

SENEGA.—Firmer, both on the spot and forward: spot, 2s. 2d.; shipment, 2s. 2d. per lb., c.i.f.

SENNA.—Business continues on the quiet side, with quotations for all descriptions holding steady. New crop Tinnevelly leaves offered at: No. 1, 6½d.; No. 2, 4d.; No. 3, 2½d.; No. 4, 2½d. per lb. Tinnevelly pods: Best pale greenish hand-picked, 5d. to 6d.; darker qualities from 3½d. to 4d. per lb. Manufacturing pods extremely scarce; on account of low prices ruling importers seem uninterested in bringing over further shipments. Alexandrian hand-picked pods: No really choice selected pods available. No. 1, 4s.; No. 2, 2s. 9d.; No. 3, 2s.; old crop pods offered at 1s. to 1s. 9d. per lb.

SQUILL.—A parcel of new crop best white is indicated at 27s. 6d. per cwt., ex store.

STRAMONIUM LEAVES.—Dealers are quoting spot supplies at about 40s. per cwt., as to quality and quantity.

TRAGACANTH.—A limited demand for all grades has been experienced; prices unchanged. Finest selected white ribbon, £65; No. 1, white, £57 10s.; to £60; No. 2, white, £50 to £54; No. 3, white, £35 to £42 10s.; amber leaf, £22; cleaned amber sorts, £16; brown to amber leaf, £11 10s.; red leaf, £9 to £10; hoggy, £6 to £7 per cwt., ex store.

TURMERIC.—Spot stocks held for 30s. 6d.; afloat offered at 28s. 6d. per cwt., c.i.f.

VALERIAN ROOT.—Quoted at 35s. per cwt.

WAXES.—BEES'.—Supplies on the spot are becoming small, but the prices previously mentioned continue to prevail. Medium grades, ex store, 10s. 6d. Shipment quotations about steady: Bengal, 87s. 6d., c.i.f.; Dar-es-Salaam, 95s., c.i.f., and Conakry, 87s. per cwt., c.i.f. CARNAUBA.—Spot market steady, prices unchanged; shipment prices easier; fatty grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, November-December, 139s., c.i.f. Chalky grey, spot, 145s.; shipment, November-December, 135s., c.i.f. PRIMEIRA, spot, good quality, 102s. 6d.; shipment, November-December, 180s. Mediana, spot, 185s.; shipment, 170s. per cwt., c.i.f.

#### Essential and Expressed Oils, etc.

BUSINESS for the week has been mainly steady and price changes have been few. Cassia has been active. Geranium (Bourbon) is quoted dearer at the source. Sicilian lemon is extremely scarce.

ANISE (STAR).—The spot position of this commodity remains extremely firm. There has been keen competition among buyers to secure spot or near afloat supplies, but holders are reserved. There are no shipment offers, and Hong Kong merchants are pessimistic about the future of the market. Spot, leads, nominal; tins, 3s. 6d.; drums, 3s. 4d. per lb., ex store, if sellers can be found.

BERGAMOT.—Spot position unchanged, with prices at 15s. to 15s. 3d. per lb., ex store, for genuine oil. Shipment, 14s. 4½d. per lb., c.i.f. (consortium price). Still no news of new crop oil.

BOIS DE ROSE.—Continues firm and will probably continue steady with the dollar in its present position. Brazilian, spot, in drums, 5s. 9d., with small lots, re-packed, up to 6s. 3d. per lb.

CANANGA.—Quiet on spot, nominally at 4s. 6d. per lb., according to quantity and packing; shipment, unchanged at around 4s. 1d. per lb., c.i.f.

CARAWAY.—Dull and unchanged: Dutch rectified, 7s. 3d. to 7s. 9d.; crude, 6s. 9d. to 7s. 3d. per lb., as to quantity, landed and duty paid. Some shipment offers of Russian are reported.

CASSIA.—A fair amount of business has passed in this commodity and the spot price is distinctly firmer at about 3s. 3d. per lb., in leads; off-quality oils at around 3s. There are no offers to come from the source.

CITRONELLA.—Ceylon oil is again reported firmer at the source. Spot prices and Java oil, both spot and forward, are about steady. Ceylon, spot, drums, from 1s. 7d.; smaller parcels, up to 1s. 11d.; shipment, drums, from 1s. 6d. per lb., c.i.f. Java, spot, drums, 1s. 9d. to 1s. 10d.; smaller parcels, up to 2s. 3d.; shipment, drums, around 1s. 4½d. per lb., c.i.f.

CLOVE.—Average routine demand on the spot; shipment easy for bulk quantities: Madagascar, spot, drums, 2s. 9d. per lb.; smaller parcels, up to 3s. 4d. English distilled, 4s. 10d. to 5s. per lb., ex store.

EUCALYPTUS.—The spot position is practically unchanged, fractionally easier if anything: Australian, 70 to 75 per cent., tins, 1s. 2½d. to 1s. 3½d.; drums, 1s. 2½d. to 1s. 2½d.; 80 to 85 per cent., drums, 1s. 6d. per lb., ex store, with higher prices for small lots; shipment, 70 to 75 per cent., tins, 1s. 1½d.; drums, 1s. 1½d.; 80 to 85 per cent., 1s. 4½d. per lb., c.i.f.

GERANIUM.—The spot position is unaltered but quotations for Bourbon from origin are at a higher level. Bourbon, spot, 10s. 6d. to 11s.; shipment, 10s. 6d. per lb., c.i.f. Algerian, spot, 12s. to 12s. 6d.; shipment, 11s. 3d. per lb., c.i.f.

HO (SHIU).—Little about on spot and prices continue very firm; no shipment offers. Spot, "improved" quality, 4s. 4½d. to 4s. 6d.; "extra," 4s. 10½d. to 5s. per lb., ex store, if available.

LAVENDER.—New crop oil steady and unchanged in price: good quality French, 38 to 40 per cent., 220 to 245 francs per kilo. Lavandin, new crop, 100 to 105 francs per kilo.

LEMON.—Extremely scarce on spot; some purchasers are reported as having been unable to obtain. Shipment prices continue to be quoted firmly, and there is stated to be sufficient demand at the source to keep them steady for some time to come. Sicilian hand-pressed oil, good brands, about 11s. to 11s. 6d. per lb., c.i.f., as to seller. One offer of new crop is reported at somewhat below this figure. Spot, nominal at 12s. per lb. Californian distilled, scarce on spot; nominal at 1 dollar 54 cents per lb. (about 6s. 6d. at to-day's exchange).

LEMONGRASS.—Dull and nominally unchanged: spot, 1s. 7½d. to 2s. per lb., as to quantity and packing; shipment, 1s. 4½d. per lb., c.i.f.

LIME.—The position is still as reported last week. West Indian, distilled, 19s. to 20s. per lb. (nominal); from other sources, 16s. to 17s. per lb., ex store.

MANDARIN.—Fair business being done: new crop, around 16s. 6d. per lb., c.i.f.

NEROLI.—Quiet and steady: quoted at 24s. 6d. to 27s. per ounce, as to source, for small lots.

NUTMEG.—Prices continue steady for both Dutch and American: from 5s. 4½d. to 5s. 9d. per lb., as to quantity.

ORANGE.—Dull and easy: French Guineo oil, in drums, from 2s. 7½d. for single drums; re-packed, in tins, about 3s. per lb., ex store; shipment still quiet, quoted at 2s. 2d. per lb., c.i.f. Californian, small drums, 59 cents; two or more cases, 61 cents per lb., ex store.

PATCHOULI.—Dull. Prices quoted are inclined to be easy. Singapore, spot, about 12s. 1½d., with bulk lots at a lower rate. Seychelles, spot, about 9s. 9d.; shipment, Java, spot, around 10s. 1½d. per lb., ex store.

PEPPERMINT.—Demand for Japanese has been good, with the spot price around 4s. 10d. to 5s. per lb., as to quantity. Near afloat is offered at 4s. 8d.; shipment, October-December, buyers, 4s. 3d.; sellers, 4s. 5½d.; November-December (value), 4s. 6d. per lb. American natural oil continues firm at 2 dollars 30 cents to 2 dollars 35 cents per lb., c.i.f., with lower shipment offers rejected.

PETITGRAN.—Quiet and about steady: spot, in cases, 3s. 8d. to 3s. 9d. per lb., shipment, 3s. 2d. per lb., c.i.f. French, to come forward, quoted from source at 950 francs per kilo.

ROSEMARY.—Inquiry continues good. Genuine Spanish quoted at 3s. to 3s. 6d. per lb., as to quality and quantity. Tunis, new crop, 2s. 6d. to 2s. 8d. per lb., landed, as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, steady at 20s. 6d. per lb. East Indian, produced outside the province of Mysore, 18s. 6d. to 19s. per lb., c.i.f., in bulk quantities. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb. for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

SPIKE.—Firm; spot holders of Spanish quoting 5s. 3d. to 5s. 9d. per lb., as to quality and quantity. Blended oils cheaper.

# Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Wholesalers' Delivery Costs

SIR,—As a country chemist some miles distant from the nearest wholesaler, the more frequent deliveries are a boon. Yet I have never asked for them. Like Topsy, they have just grown, and three wholesalers between them give me four regular deliveries a week. It would be base ingratitude on my part to complain. The cause of small quantities ordered to-day lies with the manufacturers, and the larger number of manufacturers. It seems to be the object of every manufacturer especially of toilet lines to introduce as much variety into his wares as possible, incidentally at much increased cost to himself. Thus we have sixpenny lipsticks in twelve shades; shampoo powders for twelve shades of hair, and face powders in a temperate zone which would cover the whole gamut of the human race, in addition to which every article placed on the market is immediately copied by every packer for the trade. Is there any wonder that I require only a single one of some lines, and do the makers imagine it gives me pleasure to spend ten minutes over the sale of a sixpenny lipstick because some young woman cannot make up her mind until she has seen all the colours?—Yours truly,

COUNTRY CHEMIST (25/10).

## Limitation of Pharmacies in New Zealand

SIR,—Attention has been drawn to the references in your issue of July 30 (pp. 97 and 106) to the position of pharmacy in New Zealand, and as there appears to be some misunderstanding as to the true facts relative to the limitation of pharmacies, I desire to submit some details for your information. The Mission Bay case will serve as an example. . . . Pharmacists generally appear to be unmoved and for the most part are agreed that the right thing was done in the Mission Bay case. The Industrial Efficiency Act is being criticised more on account of its potentialities than anything else. The Minister has taken a course with regard to appeals that no one can cavil at, Sir Francis Frazer being a Judge of the Supreme Court. I do not agree with the inference you draw that the community must come first and not profits. The point is that if there is overlapping in pharmacy service there is reduced turnover per shop and consequently the rates of profit must be set higher than otherwise would be necessary to give the pharmacist a return enabling him to live. An unduly high ratio of profit is not in the public interest, and hampers the chemist in his competition with stores. The committee is most anxious to ensure that the chemist shall gain at least a reasonable ratio of profit on his turnover, but in circumstances where it is obvious that he will not capture the general merchandise business in competition with shops within two or three miles carrying a much greater range and at attractive prices, it is hardly fair in his own interests to encourage him to set up a part-time dispensing business for the extra convenience of the local residents who will not be greatly concerned as to how he manages to pay the rent.

It could not be shown how the applicant in the Mission Bay district could expect to create sufficient business to make a living without encroaching on the living of the man established nearby. This is a district where the majority of the homes belong to well-to-do people in close daily contact with Auckland City, and the fact that in Mission Bay there is one small grocery (man and boy), but no butcher or baker nor similar shopping amenities usually associated with a community indicates that most of the residents buy elsewhere and probably obtain deliveries direct from Auckland City. The existing pharmacist is situated a little further away, but has been established for about fourteen years, most of which time has been spent in "scratching" for a living. He has delivered medicines at all hours over a very scattered area, including Mission Bay, and with the closer settlement now taking place has brought his business to a stage where he is getting a reasonable living. This is the pioneering spirit that is to be encouraged, and the time is not ripe to allow competition that is likely to bring about a position untenable either for the existing man or the new man. Therein lies one of the virtues of the licensing system as we see it, and the elimination of one of the greatest bugbears that has beset pharmacy over many years. The point with regard to the delay in dealing with the Mission

Bay case is explained by the fact that the Bureau of Industry was ready to dispose of it much earlier, but in response to a number of requests to the Minister from pharmacy organisations throughout the country that no licences be dealt with until the Pharmacy Plan Industrial Committee had been set up, the case was held up to enable this to be done and to receive the recommendations of the Committee.

Yours faithfully,  
E. R. MYERS,  
Director of Pharmacy.

## Pharmaceutical Ethics

SIR,—If, as Mr. Brackenbury appears to indicate (*C. & D.*, October 22, p. 465), the Tees-side Branch is quite satisfied with the reception of their efforts as presented to delegates at the Edinburgh Conference, there is not much more to be said. I would only like to explain that my impression of indifference to the "Code" as put forward was formed by such remarks as "pious platitudes," "waste of time," and so on, that I heard all around me, and by the fact that when the president asked whether the meeting wished the Council to take the Code into consideration and to report at next Conference "several representatives" (so runs the official report), "cried 'No.'" Moreover, if a code of business rules were, as Mr. Brackenbury says, very difficult to enforce or even to carry out, how much more difficult would be the enforcement of a code of personal conduct. When asked if the Council had the power to enforce the Tees-side code the president said the answer was "No," and the secretary explained why. Nevertheless, something ought to be done in the matter, and I am pleased to learn that burial will not be premature, but that resurrection may result from a combination of efforts in Tees-side and in Bloomsbury.

Yours hopefully,  
DELEGATE (25/10).

## Penny Sales in Eire

SIR,—If we could ask at the next general meeting of the Irish Drug Association the question: Does every member agree to accept the decision of the majority? and get the answer "Yes," we could settle the "penny sales" problem in ten minutes. At the last annual meeting of the I.D.A. there was a group present the members of which were prepared to resign if the motion against penny sales was carried. The committee warned members that there would be a split if the motion was enforced. I hold that it is the duty of every member who has the welfare of the I.D.A. at heart to insist that it be made a condition of membership that all agree to accept the majority verdict in trade disputes. A person who refuses to accept the will of the majority is unfit to be a member of any association.—Yours truly,

MAJORITY RULE (20/10).

## Salesmanship

SIR,—Salesmanship (to which "Xrayser" refers in the *C. & D.*, October 22, p. 439) is to a large extent applied psychology; it necessitates summing up the customer and his needs and supplying what is really wanted, at a price which he can afford, thus leaving him with the satisfaction that something has been purchased which was really worth buying. If a salesman can accomplish this, he has secured the real object of salesmanship, a customer who will come again regularly for his requirements. Although I have written "he," the customer is more often a woman, and the serving requires more tact, because while the male customer generally knows what he wants and somewhere about the price he intends to pay, the lady has a vague idea of her requirements and is apt to wander from one choice to another, so that the technique of salesmanship has to be brought into play to induce her to fix her decision. There are customers who, knowing quite well what they intend to buy, insist on inspecting the whole assortment, merely to have the doubtful pleasure of looking over it, though this applies more to clothing and fancy goods than to the chemist's stock. In such cases salesmanship is wasted energy. But what is not good salesmanship is the endeavour to induce customers to buy several articles which they probably do not want and had no intention of buying when they entered the shop. To do this may be clever and

may add to the takings for the moment, but it arouses a feeling of irritation instead of satisfaction afterwards, and most likely loses the customer.—Yours faithfully,

SALESMAN (22/10).

### Stereotyped Dispensing

SIR.—When it was said that dispensing to-day was stereotyped in the extreme (*C. & D.*, October 22, p. 439) I should imagine the speaker had in mind panel dispensing, which forms the whole or nearly the whole of the work most chemists have to deal with. The majority of prescriptions on panel forms are for Formulary mixtures, tablets or pills, and there is no doubt that the dispensing of these is a stereotyped business, the tablets and pills are listed according to their strengths, are bought wholesale and only have to be counted into the box, while certain of the Formulary mixtures seem to be the favourite ones, and are ordered again and again. When one receives half a dozen or more prescriptions for the same mixture in the course of an hour or so, can the dispensing of them be termed other than stereotyped? Occasionally one gets a script for a compounded ointment, or for a preparation of the olive oil, zinc and lime water type, which afford some opportunity for the use of pharmaceutical skill, but unfortunately there is the knowledge behind that the dispensing fee payable will not cover the time and skill required. From this arises the remark that 95 per cent. of the dispensing could be taught in three months; and to a certain extent this is true. Any intelligent youth can learn to read "mist. gent. acid," "mist. sod. gent.," the signs 3viii and 3xii, and the meaning of "3ss. t.d.s." The ingredients are printed in the Formulary, so that little training in prescription reading is necessary. It only remains to learn the use of the weights and measures to be able to dispense most of these simple formulas. Regarding the pushing of solids into the bottle, I suppose, to be strictly professional, one should dissolve all soluble salts in a mortar or a measure and then transfer the solution to the container, but how often do we have time for this?—Yours faithfully,

SOLVENTUR (23/10).

### Doubtful Abbreviations

SIR.—Yet another chemist has had to appear before his Insurance Committee, and to be subjected to a caution, owing to a prescription having been written with an abbreviation which could be read to mean something different from the intention of the prescriber (*C. & D.*, October 22, p. 458). When the names of drugs are so similar that they only differ by their termination, then they should not be so abbreviated that their interpretation rests on deciphering one letter. In the case in point it is evident that the chemist had no doubt that he was dispensing what was ordered, and his opinion was supported by three other pharmacists, and the subcommittee admitted that he had some justification, which was equivalent to saying that the prescription could be read either way. But it would not have taken a moment when writing the prescription to add three more letters, making the abbreviation "hydrobrom," and thus rendering it clear that it was not "hydrochlor." Another instance of the danger of these shortened forms of abbreviation is afforded by the use of some practitioners of the term "ac. hydroc. dil." which might mean "acid. hydrochlor. dil." or "acid. hydrocyan. dil." In this case the dose might give the chemist an indication which was intended, but this would not apply if the dose was, say, five minimis. Although the National Insurance Formulary gives abbreviated forms for the titles of the mixtures, some doctors cut these down still further; one example which comes to mind is "mist. acid. acetylsal." This is prescribed by some practitioners as "mist. aspirin," and then further abbreviated to "mist. asp." In this extreme form I have seen it so badly written that any pharmacist who was not familiar with the prescriber's habits might dispense it as "mist. alb." in all good faith, and with no suspicion that he was giving something totally different from what was intended. There has been set up the elaborate system of testing of dispensing, carried out to see that chemists are doing their work accurately and conscientiously, surely it is not too much to ask that prescribers should be reminded that they should write their prescriptions in legible handwriting, and where abbreviations are used that they should be in such a form that there can be no ambiguity about their interpretation.

Yours faithfully,

OLIVER TWIST (22/10).

## Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

*S. F.* (26/10).—STIMULATING HAIR LOTION.—The following are formulas for a hair lotion such as you have in mind:

I					
Alcohol (95 per cent.)	..	..	..	..	80 parts
Carbon tetrachloride	..	..	..	..	3 parts
Glycerin	..	..	..	..	2 parts
Cholesterin	..	..	..	..	0.3 part
Distilled water	..	..	..	..	13.6 parts
Lecithin	..	..	..	..	0.1 part
Cologne oils	..	..	..	..	0.5 part
Perfume	..	..	..	..	
Colour	..	..	..	..	a sufficient quantity
II					
Isopropyl alcohol	..	..	..	..	66 parts
Glycerin	..	..	..	..	2.5 parts
Cholesterin	..	..	..	..	0.5 part
Distilled water	..	..	..	..	30 parts
Perfume	..	..	..	..	
Colour	..	..	..	..	a sufficient quantity

*S. F. L.* (26/10).—GASKET CEMENT.—We understand that the preparations usually employed as a cement for motor car cylinder heads are of the nature of gold size. The following formulas are representative of preparations used for this purpose, which we think you will find satisfactory:

I					
Copal	..	..	..	..	8 lb.
Linseed oil	..	..	..	..	8 gall.
Oil of turpentine	..	..	..	..	12 gall.

Boil the oils before adding the copal.

II					
Yellow ochre in fine powder	..	..	..	..	1 part
Copal varnish	..	..	..	..	2 parts
Linseed oil	..	..	..	..	3 parts
Oil of turpentine	..	..	..	..	4 parts
Boiled oil	..	..	..	..	5 parts

*L. I. W.* (New Zealand) (12/9).—ANTISEPTIC LANOLIN CREAM.—The following formulas would seem to be suitable for your purpose:

I					
Zinc oxide, in powder	..	..	..	..	10 oz.
Phenol	..	..	..	..	2½ oz.
White beeswax	..	..	..	..	20 oz.
Hydrous wool fat	..	..	..	..	60 oz.
Soft paraffin, white	..	..	..	..	60 oz.
Almond oil	..	..	..	..	30 fl. oz.
Oil of rose geranium	..	..	..	..	2½ fl. oz.
Spirit of camphor	..	..	..	..	2½ fl. oz.
II					
Boric acid	..	..	..	..	1 oz.
Zinc oleate	..	..	..	..	1 oz.
Zinc oxide	..	..	..	..	1 oz.
Soft paraffin, white	..	..	..	..	9 oz.
Hydrous wool fat	..	..	..	..	4 oz.
Oil of geranium	..	..	..	..	20 ml

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," October 27, 1888

### The Rise in Camphor

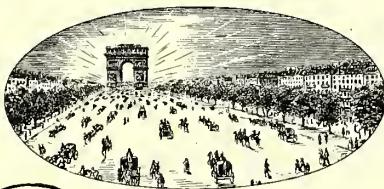
Within the past few weeks the camphor market has been in a very sensitive condition, and the price of the crude article has advanced fully 20 per cent. There is nothing very unusual in such a rise, for within the last decade there have been at least five similar occurrences, quickly followed in each instance by a fall which generally left the article in the same, or even a worse, position as before the boom; but a somewhat uncommon factor in the present disturbance is the circumstances that the initiative appears to have come, not from speculators in Europe, but from operators in Japan and Hong Kong, and that the European and American markets have simply followed the lead of the markets in the producing countries. On the present occasion also the quotation for refined camphor has advanced proportionately quite as much as that of the crude product, another circumstance not in accord with the general experience that refined camphor remains unaffected, or is only slightly influenced, by a rise in the raw material.

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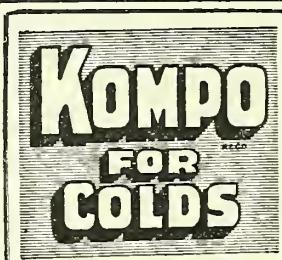
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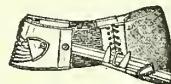
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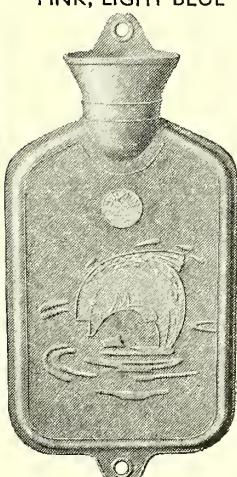
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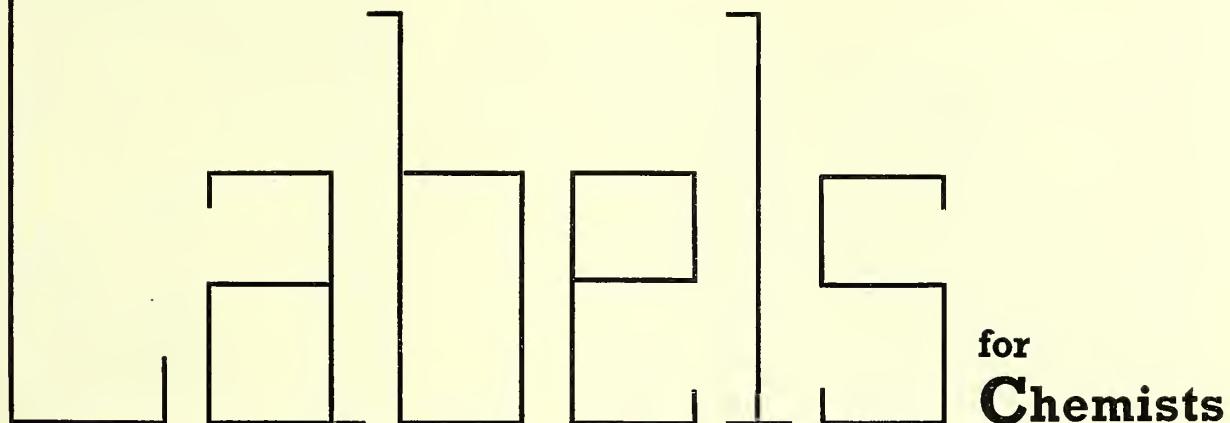


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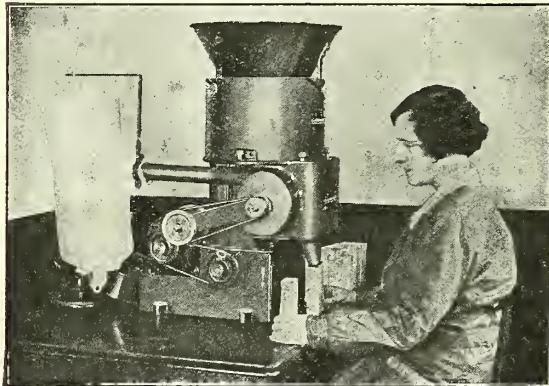
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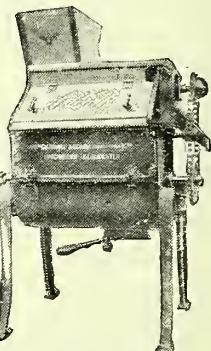


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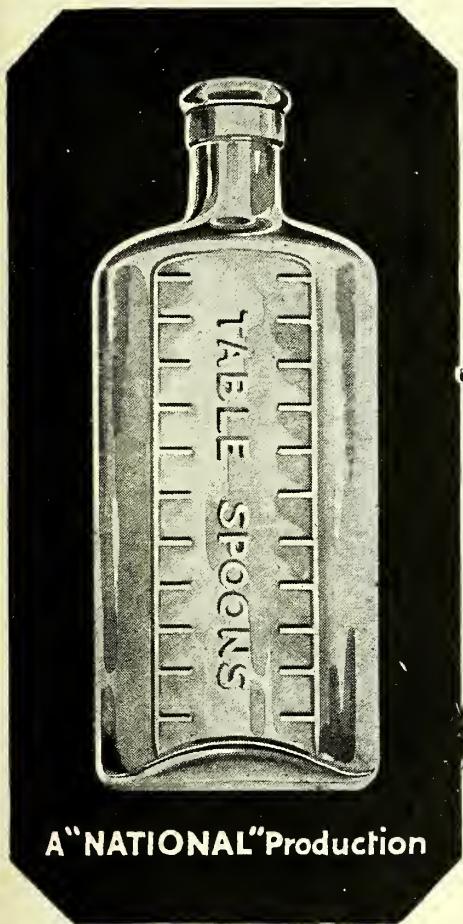
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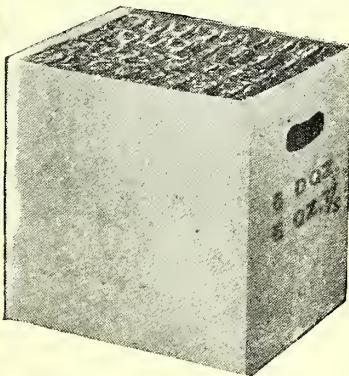
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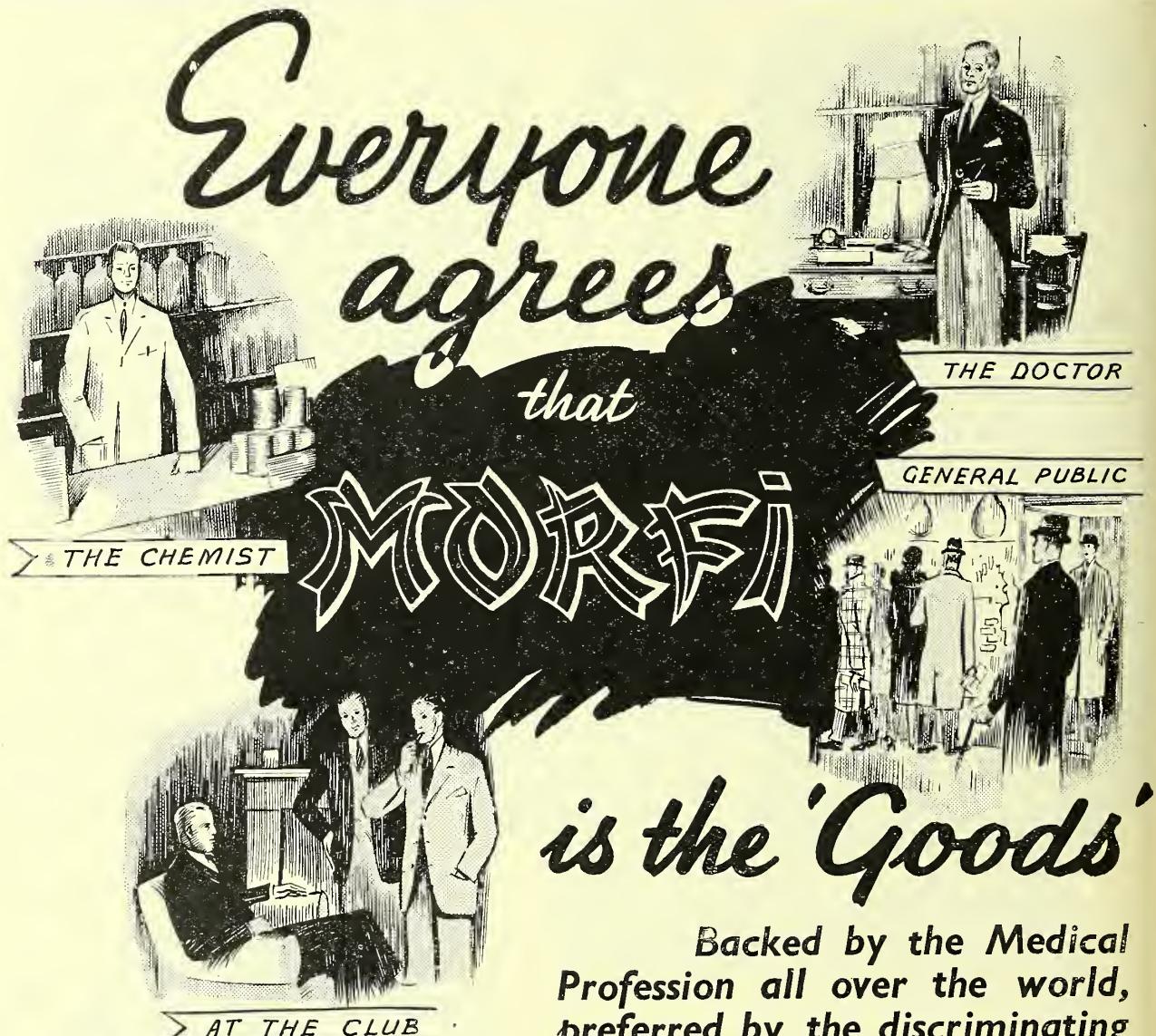
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1938

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3.—ACTON.—Family Retail Business for sale; increasing turnover, last year £1,300; net profit £350 approximately; rent, after sublet, only £10 per annum; rates £31; long lease; inclusive purchase price £650, or near offer; vendor bought another business.

4.—ANERLEY (NEAR) (RETIREMENT VACANCY).—Turnover £1,100; gross profit £375; excellent house; price £600 all at.

5.—BARNES.—Cash Retail Business in main road position; turnover this year will be about £1,100; net profit £250; modern double-fronted lock-up shop; rent £85 per annum; sublet 37s. per week; long lease; terms £100 plus valuation of stock and fittings, about £600 in all.

6.—ESSEX SUBURB.—General Retail Business; sub-Post Office attached; Chemist turnover about £1,900 per annum, including £450 from Panel; sub-Post Office remuneration about £300 annually; spacious living accommodation at present sublet; new lease; inclusive purchase price asked for business approximately £1,000.

7.—CHISWICK.—Good-class General Retail and Photographic Business; well established; low rental; stock worth about £750; attractive fixtures; turnover about £2,700 per annum; inclusive purchase price about £1,250 or near.

8.—SURRY.—General Retail Business taking about £3,000 per annum; valuable lease; excellent fixtures; heavy stock; increasing turnover; genuine reason for sale; inclusive purchase price about £1,800 or near.

9.—EALING.—Middle-class Business offering scope; turnover under management £1,460; gross profit £581; rent £75; stock and fixtures £650; inclusive price £800, of which figure the Vendors will accept £400 down.

10.—EARLSFIELD.—Main-road General Retail Business run under management; takings last year £1,382; stock worth £600, can be reduced to suit purchaser; nice living accommodation; rent £110 per annum; very reasonable purchase price; part payment terms entertained; no sum is being asked for the goodwill.

11.—ALDGATE (NEAR).—Old-established Business for sale owing to ill-health and retirement; in present hands 28 years; takings last year £2,250; Panel cheque averages about £36 per month; stock worth about £400; fixtures and fittings over £300; living accommodation; inclusive purchase price required £1,000 or near.

12.—FINSBURY PARK (NEAR).—General Retail Business with excellent Panel; established 1870; turnover last year £1,619; net profit approaches £400 per annum; certified figures; heavy stock; excellent living accommodation; rent only £70 per annum; Vendor buying another business; would accept valuation terms; total price about £750.

13.—SOUTHSEA.—High-class Business run under lady management; takings over £1,400 last year; good profits; nice living accommodation over; premises can be purchased or leased; full particulars upon application; no reasonable offer refused.

14.—CADOXTON, BARRY.—Good middle-class Cash Business; takings over £1,250 per annum, increasing; excellent living accommodation; price to include property £1,450, or lease can be had at £65 per annum; retirement vacancy.

15.—BIRMINGHAM.—Middle-class Chemist Business, branch, sub-Post Office; Pharmacy takings approach £1,100 per annum; Post Office salary £150 per annum; old established; excellent living accommodation; new lease at low rental; inclusive purchase price about £750.

16.—HASTINGS.—General Retail Business; increasing turnover; net profit exceeds £400 per annum; nice living accommodation; heavy stock; minimum purchase price £1,000; increasing turnover.

17.—BRIGHTON.—Good- and Middle-class Cash Retail Business; increasing turnover, last financial year over £1,750; modern living accommodation; reasonable rental; genuine reason for sale; inclusive purchase price required £1,000.

18.—RUISLIP.—Good Middle-class General Retail Business for sale owing to family reasons; turnover £2,000 per annum; scope to do £3,000; beautifully-fitted Pharmacy, well stocked; inclusive purchase price required £1,400; valuation terms entertained.

19.—WINCHESTER.—Cash Drug Store for disposal owing to retirement; scope for qualified; takings £10-£12 per week; excellent profits; living accommodation; rent £65 per annum at present; inclusive purchase price asked about £450, or valuation terms will be considered.

20.—STOKE-ON-TRENT (UNDER DEED OF ASSIGNMENT).—General Retail Business; turnover £1,120; N.H.I. £2 12s. per week; living accommodation; rent £1 per week; stock worth £270; first reasonable offer obtains; suggested price £400.

21.—SOMERSET.—Village Business for sale; takings last year £1,025; net profit £300; price required for the business about £575; no near opposition; spacious living accommodation; property can be purchased or leased; price for property £675, or rent £52 per annum.

22.—LIVERPOOL.—Mixed Business with good Panel; established many years; returns exceed £1,500 under management; single-fronted lock-up shop; rent £50; held on lease; price £750. Also a Drug Store for sale; price £275.

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## BUSINESSES FOR DISPOSAL

(C1) **SOUTHAMPTON.**—Middle-class family business with living accommodation; turnover for 1937-38, £1,455; gross profit £535; net £379; certified accounts; rent £80; lease over 14 years to run; growing district; stock and fixtures estimated at £750, and £350 is asked for goodwill; near offers considered.

(C2) **SOUTH CROYDON (NEAR).**—Progressive modern Pharmacy with small optical department; turnover approximately £1,900 per annum; gross profit about 40 per cent.; rent, including modern flat, £100; stock and fixtures estimated at £700; price all-at £1,150; good scope for further development, particularly as regards toilet trade.

(C3) **SOUTH WALES.**—Exceptional opportunity for Chemist with limited capital to purchase business with scope for substantial increase; turnover for last financial year approximately £1,200; rent £75; price all-at £500, of which £300 can be paid over a

period to be agreed upon; it is stated that the turnover should be capable of an early increase to £45-£50 weekly.

(C4) **MANCHESTER SUBURB.**—Old-established business with living accommodation; turnover for last financial year £1,162; gross profit 36 per cent.; rent £52; price all-at £600, including stock £400.

(C5) **SUFFOLK COAST.**—Good-class business occupying main position; excellent living accommodation including good garden, etc.; turnover upwards of £1,300 per annum, and steadily increasing; very reasonable overheads; price £175 for goodwill, plus stock and fixtures at valuation.

(C6) **LIVERPOOL.**—City business with steadily increasing turnover; returns for 1937, £2,510; this year is expected to reach £3,000; very reasonable net rental; excellent position, near to leading multiples; price £1,250, including stock £600; valuation terms if preferred; part can remain.

(C7) **FINCHLEY (NEAR).**—Good-class business, established for over 30 years; turnover approximately £2,700 per annum; gross profit about 41 per cent.; net rental £110 only; contemplated alterations in the near vicinity should benefit the business considerably when completed; genuine reason for selling; price £1,850 all-at.

(C8) **HAMMERSMITH (NEAR).**—Middle-class cash business; old-established; increasing turnover, which for the last financial year amounted to £1,750; exceptionally low rental; living accommodation; price all-at £1,170, which includes a very valuable lease.

(C9) **SOMERSET.**—Village business entirely unopposed; turnover now averaging at the rate of approximately £1,100 per annum; living accommodation; population to draw upon estimated at 3,000; property can be purchased or leased at a very reasonable rental; quick sale desired and any offer considered; stock and fixtures estimated to be worth approximately £500.

(C10) **STREATHAM (NEAR).**—Branch business, with no immediate opposition, situated in populous good-class area; turnover for 1937-38 £1,650; rent £100; excellent scope with personal attention; stock and fixtures estimated at £825; price £950 all-at; valuation terms if preferred.

(C11) **FINSBURY PARK.**—Old-established business with turnover £1,500 and increasing; net profit £380; large N.H.I.; rent, including living accommodation, £70 a year; situated in populous area; purchase price £750; reasonable offers will be considered.

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

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 Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

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## BUSINESSES FOR DISPOSAL

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**B**LACKBURN.—For Sale, a good Business, established over 50 years, on main road; good living accommodation; rent £65 a year; Kodak agency; good N.H.I.; business increasing; owner retiring. T. W. Livesey, 36 Grimshaw Park, Blackburn, Lancs.

**D**ARLINGTON.—For Sale, old-established Optician's and Chemist's business situated at 56 High Northgate, Darlington; offers for fixtures, stock, plant, etc., as a whole or separately, will be considered. For permission to view apply to C. Mannifield, Esq., The Association of Wholesale and Manufacturing Opticians, 69 Cannon Street, E.C.4.

**E**. LONDON.—To Let, 25s. per week, old-established lock-up Drug Stores; good opportunity for N.H.I.; Surgery few doors away; two living rooms and large stock room. 75/5, Office of this Paper.

**L**ONDON, S.E.—Cash Drug Store for disposal; living accommodation; double-fronted; well fitted; inclusive purchase price £200. 307 Grange Road, South Norwood.

**L**ONDON, S.E.—Drug Stores; long lease; old-established; sublets cover rent and rates; thickly populated; huge panel certain; trade £16; no Sunday duty; exceptional chance for Chemist; price £250 all at, or offers for quick sale. Apply Box "160, Arthur," 36 Heiron Street, S.E.17.

**P**LYMOUTH.—Established Suburban Drug Store, with Kodak Agency; corner premises, on bus route; double-fronted shop, very well fitted, private entrance to flat over, pleasant garden, greenhouses, garage; low price; stock to be taken, not less than £200, at valuation; neglected through ill health; opportunity for Qualified Chemist to build a good business. R. L. Lowther, 3 Sussex Terrace, Plymouth.

**C**OUNTRY business for sale; growing neighbourhood; lock-up shop; turnover £800; rent £40; price £200 for quick sale. 77/28, Office of this Paper.

**C**OUNTRY Drug Stores, healthy position, 45 miles North of London; trade £12 weekly; has done £15 up to time owner's illness; can do very much more; £1,125 would purchase freehold, modern house, shop, garage, goodwill, mahogany fixtures, and approximately £150 stock. 336/280, Office of this Paper.

**E**RNEST J. GEORGE & CO., Chemists' Valuers, London and Walsall. The correct telephone number of their Walsall office is Walsall 3774.

## APARTMENTS

### THE HAMPDEN RESIDENTIAL CLUB

**F**OR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms, 15s. to 22s. 6d. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary, Euston 2244/5.

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**L**ICENCE to be given to British Manufacturing Chemists with first-class Sales Organisation who want to take up a Pharmaceutical Preparation—Skin Treatment; to be sold on the Continent with astonishing success; British Patent 484,317; sells on sight; splendid possibilities; conditions fair; only well established firms apply to 336/278, Office of this Paper.

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County Buildings, Bridge Street, Walsall  
TELEPHONE: Walsall 3774

***A Special Note to  
Irish Chemists***

We have pleasure in announcing that we now have a resident representative in Dublin and any enquiries may be addressed to:

**R. D. HUME,  
20 EMOR STREET,  
S.C. ROAD,  
DUBLIN**

***Ernest J. George & Co.***

**E. J. GEORGE, F.A.L.P.A.**

**J. E. RUSHTON, A.A.L.P.A.**

**G. LOXTON GRINSTEAD, M.P.S.**

*Lancashire representative:*

**Mr. E. Brown, 21 Davenport Road, Hazel Grove, Stockport**  
TELEPHONE: Great Moor 2405

**Consult us First**

## PREMISES TO LET

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**EAST HORSLEY, SURREY** (Between Leatherhead and Guildford).—Excellent opportunity for high-class CHEMIST who wishes to create a personal practice. Very attractive lock-up SHOP at present available in handsome terrace of 19; good and improving business position; £55 per annum, including rates and central heating; first floor arranged for DENTAL SURGEON'S suite and offices; only other Chemist a mile away. Apply, FRANK CHOWN, ESTATE OFFICES, EAST HORSLEY. Phone 26.

## PALMERS GREEN, LONDON, N.

ONLY VACANT SHOP IN PARADE at junction of North Circular Road and Green Lanes. Excellent opportunity for high-class Chemist; double-fronted shop with modern shopfront and self-contained flat over; rent £250 per annum exclusive, or shop only £200 per annum exclusive.

Managing Agents, ALFRED SAVILL & SONS, 51A LINCOLN'S INN FIELDS, W.C.2.

**RUISLIP.**—Large Shop and Flat to Let adjoining Station (Piccadilly Rly.); in multiple parade; only one left; special opportunity for a Chemist; low rent on lease. Apply Morris Land & Property Co., Ltd., 130 Mount Street, W.1. May. 2056.

## S.E. LONDON SUBURB

A DJOINING Fifty Shilling Tailors, &c.; several units available in modern parade, each comprising Shop and upper part about 18 ft. by 40 ft.; reasonable rentals required.

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Full details, apply—

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COMMODIOUS Shop Premises, situate prominent corner position, densely populated district of HAMPSTEAD, adjoining Multiple Stores. Full particulars apply:—

HERRING, SON & DAW,  
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Tel.: City 7068.

**LOCK-UP SHOP, MAIDA VALE.**—A unique opportunity of obtaining a modern shop in busy shopping position; thickly populated district; rent £140 per annum; excellent opening for Chemist and Druggist. Apply, Sole Agents, Snell & Co., 47 Maida Vale, W.9. Cunningham 1181 (4 lines).

**SHOP and Basement** (Shepherd Market) in heart of Mayfair; splendid opportunity for good-class Chemist; no opposition; modern shop-front; rent £200 per annum. Phone owner: GRO. 2620. 3 Shepherd Street, W.1.

**SHOP and Upper Part to Let;** entrance to large good-class housing estate, select Surrey Suburb; only 2 left; splendid opening for Chemist and Druggist; rent only £150 per annum, including shop front. Full particulars and car to view. E. W. PERRY & DAW, 7 & 8 Finsbury Square, E.C.2.

**SMALL modern Shop and House,** situated midway Hastings and Bexhill, main road; four rooms, bathroom, kitchenette, nice garden, well planned; suit Chemist; no opposition; £650 freehold, rates £15 per year, no charges. Owner, 506 Bexhill Road, St. Leonards-on-Sea, Sussex.

**TO CHEMISTS.**—Shop and House, well positioned on main thoroughfare Birkenhead; was occupied by Chemist for many years; by important bus stop; good stand offering excellent prospects; rent £52 per annum; vacant possession. Apply Hughes & Jones, 19 Hamilton Square, Birkenhead. (80)

**TO LET—CHATHAM.**—Up-to-date Shop, with excellent living accommodation, main road, busy thoroughfare; suit Chemist. Basil Seymour, Ltd., Estate Agents, 5 Watling Street, Chatham, Kent.

## TENDERS

NOTTINGHAMSHIRE COUNTY COUNCIL  
TENDERS FOR MEDICAL, SURGICAL AND  
DENTAL SUPPLIES

THE Nottinghamshire County Council invite Tenders for the supply of MEDICAL, SURGICAL AND DENTAL GOODS for the several Centres in the County, the Ransom Sanatorium and the Kilton Hill County Hospital for a period of twelve months commencing on January 1, 1939.

Particulars as to description and quantities of the goods which it is probable will be required and Forms of Tender may be obtained upon application (accompanied by a stamped addressed envelope) to the County Medical Officer, Shire Hall, Nottingham.

Sealed and endorsed Tenders must be sent to the Clerk of the County Council on or before the first post on Tuesday, November 15, 1938. The County Council do not bind themselves to accept the lowest or any Tender.

K. TWEEDALE MEABY,  
Shire Hall, *Clerk of the County Council.*  
NOTTINGHAM.

October 25, 1938.

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Practically New CHEMISTS SHOP FITTINGS, Drug Runs, Nests of Drawers, Wall and Counter Cases, Glass Counters, Mirrors, Cash Tills, Silent Salesmen, Office Furniture.

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**DENMARK.**—Agent, well-established in Copenhagen, with excellent connexions, desires to obtain for Denmark representation on a commission basis of United Kingdom producers of Chemical Products and Essential Oils; extensive experience; highest references. 64/19, Office of this Paper.

**A GENT** with established connexion for Lancashire, Yorkshire and Cheshire, with Wholesale and Retail Chemists, also Hospitals, is open for agencies with firms of repute; commission and part expenses basis. 336/279, Office of this Paper.

## APPOINTMENTS

### SURREY COUNTY COUNCIL PUBLIC HEALTH DEPARTMENT KINGSTON COUNTY HOSPITAL ASSISTANT PHARMACIST

APPLICATIONS are invited for the appointment of ASSISTANT PHARMACIST (Non-resident, female) at the above Hospital at a commencing salary of £200 per annum, rising by annual increments of £5 to a maximum of £225 per annum.

Applicants must be registered as Pharmaceutical Chemists, or as Chemists and Druggists.

The post is designated as established under the Local Government and Other Officers' Superannuation Act, 1922.

Applications, stating age, qualifications and experience, and accompanied by copies of not more than three recent testimonials, should be sent to the Medical Superintendent, Kingston County Hospital, Wolverton Avenue, Kingston-upon-Thames, so as to reach him not later than November 9, 1938.

DUDLEY AUKLAND,  
County Hall,  
Kingston-upon-Thames.  
October 26, 1938.

Clerk of the Council.

## SITUATIONS OPEN

### RETAIL (HOME)

6s. for 40 words or less; 1d. for every additional word, prepaid. (Box No., 1s. extra.)

LONDON, N.W.10.—Wanted, Qualified Manager for Suburban business. Please give full particulars of experience, with age and salary required. Edgar Davies, 49 Dudden Hill Lane, Willesden, N.W.10.

A REALLY good Salesman and Stock-keeper for Toilet Department of well-known high-class business; of good appearance and address; permanency, with excellent opportunity of advancement, to reliable man. Full particulars, references, with photo if possible, to J. Cousins, Ltd., 3 George Street, Plymouth.

A SCOTTS PHARMACIES (1933), LTD., Wembley, require the services of several lady Assistants, chiefly for Toilet Counter. Telephone Wembley 2113 for appointment.

DOCTOR requires immediately part-time Lady Dispenser (Hall); Romford district. 77/3, Office of this Paper.

IF you are a Retail Chemists' Assistant with little hope of further prospects, why not become an Outdoor Salesman for one of the Manufacturing Houses? There are opportunities even beyond this to become Sales Manager. Moreover, you can qualify by spare-time home study, after which you will receive introductions to SALARIED sales vacancies. Send to-day for FREE copy of an interesting 44-page book, "Salesmanship," to Wallace Attwood College, Ltd., Dept. 84, Victoria House, Southampton Row, London, W.C.1.

JUNIOR Assistant Dispenser required immediately, lady or gentleman. Apply, giving full particulars, to J. J. Thomas & Son, 54 Drake Street, Rochdale.

JUNIOR Assistant for good-class country business; must have passed Preliminary Scientific examination and have had good Dispensing experience. Apply with full particulars of age, height, salary required, to Henry Meynell, Tenterden, Kent.

JUNIOR or Improver required at once; just finished apprenticeship preferred. Please apply, giving age, experience, salary required, references, and usual particulars, to Thomas, Chemist, Faversham, Kent.

LADY Assistant, good appearance and address, for Toilet and Counter Sales; knowledge of Beauty Culture. Please send full particulars, age, height, experience, references, salary, and photo if possible, to Arden Agent, 78/1, Office of this Paper.

PHARMACY.—Qualified Female Chemist required; Dispense and Counter. State age, experience and salary required; with copy testimonials only first letter. Abersychan and Pontypool Co-operative Society, Ltd., Hanbury Road, Pontypool, Mon.

QUALIFIED Assistant (male) wanted for middle-class Dispensing and Light Retail business. Apply, giving full particulars, to Chas. J. Taylor & Son, 31 Cheriton High Street, Folkestone.

QUALIFIED, elderly, Continental experience preferred, wanted at once. State full particulars, experience, reference and salary required. 76/5, Office of this Paper.

QUALIFIED Junior Assistant required soon for working-class business in S.E. London; kindly give age, experience and full particulars in first letter; initial salary £4 per week. Austins, Ltd., 71 Old Kent Road, S.E.1.

QUALIFIED Senior Assistant required for London, W.1, for about six months and afterwards in a business near Harrow; married man preferred; personal interview essential, but application must first be made by letter stating age, experience and salary required; permanency. Hoadley, 81 Harrow View, Harrow, Middlesex.

UNQUALIFIED Assistant, lady, required; middle-class business, market town, 25 miles London. State age, experience, salary and earliest date of commencing to Richards (Chemists), Ltd., Pharmacy, High Street, Wickford, Essex.

UNQUALIFIED Assistant (male), young, required immediately; Counter and Dispensing. Apply, stating references, salary, etc., to Trimming & Co., Ltd., Alton, Hants.

UNQUALIFIED Assistant, young, required; one used to Private Dispensing business. Full details of experience, etc., when disengaged, to Ashworth, Church Street, Weybridge.

UNQUALIFIED Junior, Improver, male, required at once; personal interview by appointment preferred. Apply, The Manager, Williams Cash Chemists, Ltd., 14A Argyll Street, Oxford Circus. 'Phone: Gerrard 7236.

WANTED by Retail Herb and Drug Store situated North London, near Finsbury Park, permanent Assistant; male over thirty. State qualification, experience and approximate date free, by letter to Baldwin & Co., Ltd., 154A Seven Sisters Road, London, N.7.

WANTED, Lady (over 25); qualification unnecessary; experienced Dispensing and Display; quick at Counter, Towers, Chemist, Chatham.

YOUNG Lady, Unqualified, required to take charge of books and assist in Pharmacy; progressive post for suitable applicant. Apply "Z," 335/277, Office of this Paper.

## VACANCIES FOR LOCUMS

LOCUM required for a fortnight from October 30, Unqualified; must be quick and good Dispenser. Apply to Berry, Chemist, 96 Craven Park Road, Harlesden, N.W.10. 'Phone: Willesden 1234.

## WHOLESALE

NORTH of England Wholesale Pharmaceutical House requires Qualified Representative, previous experience essential. Apply with full particulars of training, business career, age, etc., with copies of testimonials, to 77/51, Office of this Paper.

QUALIFIED Representatives for London and Provinces wanted to call on Hospitals, Doctors and Chemists; smart appearance; experience not essential. Write, giving full particulars and salary required, to 335/275, Office of this Paper.

## PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.

**I** FIVE Representatives required immediately for Devon, Dorset, Cornwall, Wiltshire and Gloucestershire; North and South Wales and Monmouthshire; Northumberland, Durham, Cumberland and Westmorland; proprietary lines of international renown; high commission basis only; car owners preferred; must have long-standing and sound connexion amongst Chemists and Druggists. Write, stating age, experience, present territory, etc., 335/274, Office of this Paper.

**R**EPRESENTATIVE with Medical Qualification or training required for propaganda amongst London practitioners; suit elderly man. Write, stating full particulars, age, experience, salary required, etc., to 76/19, Office of this Paper.

**R**EPRESENTATIVES calling on best-class Chemists wanted by highest grade Perfumery house. State ground covered. 335/276, Office of this Paper.

**S**ALES Representative required for Lancashire and Yorkshire in general requirements to the Veterinary Profession; existing connexion essential. Apply 335/249, Office of this Paper.

**S**ALESMEN ORGANISERS, on commission with expenses, required by company to push campaign of imported genuine beneficial Chemical Products. Please write, with full details of experience, age, etc., 336/281, Office of this Paper.

**S**ALESMEN required to carry additional line of Medicated Toilet and Cosmetic Preparations under world-famous trade mark, with established goodwill. Write in strict confidence, stating age, territory, lines carried, to L. T. Soanes Advertising & Taylor, Ltd., Sbell-Mex House, Strand, W.C.2.

**T**HE Managing Director of an important organisation, marketing Pharmaceutical Preparations at home and abroad, requires a Personal Assistant; the vacancy is due to rapid expansion, and provides an exceptional opportunity for a young man of 25 to 30 possessing executive ability, enthusiasm and capable of undertaking increased responsibility in the future. Please furnish full details of experience, age and salary required to Box No. 573, Greenly's, 5 Chancery Lane, London, W.C.2.

**T**HE Nyal Company, Ltd., requires a first-class Representative with good connexion among Retail Chemists, for Midlands and North England; liberal salary and commission. Reply to Nyal Company, Ltd., Emmott Street, London, E.1.

**W**ANTED.—Chemist, by firm of Veterinary Chemists, rural area, who understands Manufacturing Processes and is willing to assist with books. 335/273, Office of this Paper.

**W**ANTED for all areas, Representatives already calling upon Chemists, to carry a very attractively packed and C.F. registered side-line; a liberal commission offered as a tentative basis of remuneration. Apply, stating territory covered, to Holy Well Products, The Square, Neath.

**W**ANTED immediately, Unqualified man experienced in manufacture of Galenicals. Write, giving full details, age, salary required, etc., to "Z. L." c/o Charles Barker & Sons, Ltd., 31 Budge Row, E.C.4.

#### COLONIAL, INDIAN AND FOREIGN

**E**AST LONDON, SOUTH AFRICA.—Qualified Chemist and Optician, F.B.O.A., required immediately for first-class Pharmacy; age 28-32; three years' agreement; salary £360, plus commission on Optics. Apply with copies of testimonials and photograph to M.H./Export, S. Maw, Son & Sons, Ltd., 7-12 Aldersgate Street, E.C.1.

#### SITUATIONS WANTED

##### RETAIL (HOME)

2s. for 18 words or less; 1d. for every additional word, prepaid. (Box No., 1s. extra.)

**A**.—Pharmacist (24), recently Qualified, seeks engagement, London or South Midlands preferred; high-class experience; good references. P. J. Jennings, Little Milton, Oxford.

**A**.—Unqualified gentleman (25); West End, City, Coastal experience; highest reference; free now. "Statim," 33 Farm Avenue, Streatham.

**A**.—Trained Chemist, referred Pharmaceutics, accurate Dispenser, keen Salesman, Window-dressing and Photographic, requires position Unqualified Assistant. Taylor, Willington House, Kirtou, Boston.

**A**.—Unqualified (40) wants permanency as Assistant or Manager; experienced; Dispenser, Windows and Counter work. T. S., 4 Galpins Road, Tipton Heath, Surrey.

**A** S Manager, M.P.S., Locum or Super.; experienced, references. Davis, 164 Clapham Road. 'Phone: Rel. 2741.

**A** SSISTANT (36), married, Unqualified, desires permanency; smart, capable Dispenser, Counterwoman; South Coast. Assistant. Ellesmere, Murina Avenue, Bognor Regis.

**A** SSISTANT (23), Qualified, requires post in good-class business; experience required; salary not first importance; anywhere; free now. 76/9, Office of this Paper.

**B**IRMINGHAM.—Pharmacist (male), young, capable, conscientious, excellent references, full experience in first-class Pharmacies, desires progressive position. Jenkins, 2 St. John's Road, Birmingham, 17.

**C**HIROPODIST, Qualified, M.P.S. (28), desires position, either capacity, with firm requiring competent, experienced man; locum or permanent; South Coast preferred. Hill, Savoy House, Strand, W.C.2.

**E**NERGETIC Pharmacist (22) desires post, London or Kent; interview any suitable time; now free. May, "The Cottage," Shorne 25, Gravesend.

**E**VENING post; Qualified; free 4 p.m.; excellent experience all branches; highest references; London. 77/52, Office of this Paper.

**E**VENING Work required by Part II Student. 43 Studdridge Street, S.W.6.

**E**XPERIENCED Assistant desires engagement; married; with or without living accommodation; all branches; any district. Andrews, 509 Christchurch Road, Boscombe, Bournemouth.

**E**XPERIENCED, capable, Unqualified Assistant (age 39), requires permanency; London and West End; excellent Counter, Dispensing, Window, Photographic, Toilet, N.H.I. Birch, 4 Melrose Gardens, W.6.

**F**REE At Once.—M.P.S. (30) desires post; all-round experience private and multiple; salary moderate; locum considered. Davis, 18 Firleigh Road, Kingsteignton, Newton Abbot, Devon.

**F**RENCH-SPEAKING Unqualified requires situation; West End, Continental experience; free immediately, 25 Leamington Road Villas, W.11.

**I**FOR RICHARDS (Merthyr Tydfil) highly recommends Qualified young lady, of good appearance, as most efficient Assistant. Williams, 4 The Avenue, Treherri, Glam.

**L**ADY Assistant, Unqualified, experienced Dispenser, requires post immediately; light Retail and Dispensing business. 77/44, Office of this Paper.

**L**ADY Dispenser, Hall Certificate, requires post with Doctor in London. Nicholson, 31A Addison Avenue, Holland Park, W.11.

**L**ADY Dispenser, Hall, desires post, Doctor or Chemist; good experience; London, suburbs or Surrey. Botting, Mountcombe, Surbiton, Surrey.

**L**ADY (22) desires post; experienced in Window-dressing, Book-keeping and Toilet; knowledge of Dispensing. Hutchings, 104 Haviland Road, Boscombe, Hants.

**M.P.S.**—Expert Buyer and Salesman; speaks French and German; own car; anything progressive; South London preferred; finest references. 77/41, Office of this Paper.

**M.P.S.** seeks Managership with view to succession; small sum down and remainder over a period terms; Midlands or West Country preferred. 77/34, Office of this Paper.

**M.P.S.** (23), now free, requires position in London; has good experience in Dispensing, Counter, Toilets, Window-dressing, Photography. 77/24, Office of this Paper.

**M.P.S.** (27), 5 ft. 11 in., single, desires permanent position; experienced West End, coastal and provincial; free immediately. Write or wire: Broadbent, "Kimberley," Jackson Road, Clacton-on-Sea, Essex.

**PHARMACIST**, young, tall, desires post, Hospital or Retail, Manager, Assistant, at any distance; 7 years' Retail, with 2 years' managerial experience; keen Salesman; reliable Dispenser. Pharmacist, 41 Ash Grove, Bradford.

**PHARMACIST** (27), disengaged, good general experience, Managerial or Assistant, requires post, London or suburbs. 14A Albert Bridge Road, S.W.11.

**PHARMACIST** (24), tall, requires post; London preferred; experienced in high-class provincial Pharmacy; good Counterman and Dispenser. Farebrother, 78 Warwick Road, Banbury, Oxon. Phone: Banbury 2023.

**PHARMACIST** (22; 5 ft. 10 in). desires position as Manager or Assistant; permanency; business builder; good Buyer; reliable, neat Dispenser; keen, enthusiastic Salesman; has a practical knowledge of Retail; disengaged. Pharmacist, Coborn Lodge, Coborn Street, E.3.

**PORTSMOUTH** (or easy distance of); Qualified; experienced; free November 12. A. H. Cooke, M.P.S., 42 Baffins Road, Portsmouth.

**QUALIFIED**, desires post as Manager or Assistant; wide experience in all branches; Photography a speciality. Chemist, 41 Liugwood Road, E.5.

**QUALIFIED** (young), provincial experience of high-class Pharmacy, requires permanency; West Country preferably. Yates, 40 Clare Road, Maidenhead.

**QUALIFIED** (27), desires permanency; 10 years' varied experience; excellent references. Aston, "Wood House," Coalway, Coleford, Glos.

**QUALIFIED** (23), desires post, Hospital, Laboratory or Retail; excellent references. Davies, 98 High Road, Streatham.

**QUALIFIED** (24), desires progressive position in Surrey, Sussex or Hants; London and provincial experience; excellent references. Hopper, 4 Glenmere, Elm Lane, Havant, Hants.

**QUALIFIED** (28) male desires part-time or 4-5 days per week; used to high-class Dispensing; free; Manchester district. 75/6, Office of this Paper.

**QUALIFIED** (24), now resident in London, desires post, preferably in West End; good appearance and personality; keen, conscientious; excellent experience Dispensing, Counter, Toilet, Photographic, Veterinary, Display. 77/4, Office of this Paper.

**QUALIFIED** (32), requires part-time position, 3 evenings weekly from 6.30, easy reach Bayswater. "Chemist," 27 Finstock Road, W.10.

**QUALIFIED** (28), single, requires post in good-class Dispensing business; excellent all-round experience, especially Dispensing; free now. 77/19, Office of this Paper.

**REFER** Part II (24), requires position in Retail Pharmacy; Manchester or near; would accept part-time or locum; free immediately. Poole, 158 Wellington Road, Eccles, Lancs.

**UNQUALIFIED** Junior (24); good all-round experience; excellent references; interview preferred. Lewis, 36 Guildford Road, S.W.8.

**UNQUALIFIED** Lady, full or part-time; S.E. London preferred; capable; adaptable; accustomed busy N.H.I. W.R., 184A Camberwell Grove, S.E.5.

**UNQUALIFIED**, young; 5 years' London experience; excellent references; accurate Dispenser; knowledge Photographic goods; tall; good appearance; free fortnight. 76/16, Office of this Paper.

**UNQUALIFIED** (30), single, good appearance, abstainer; seeks permanency; good Counter man, Window-dresser; knowledge of Truss, Belt Fitting. 77/15, Office of this Paper.

**YOUNG** Lady Assistant or Dispenser, Unqualified (Referred Pharmacy); good references; free; Merseyside preferred. Burton, 14 Woodland Road, Rock Ferry.

#### LOCUMS SEEKING ENGAGEMENTS

**CHEMIST** (24), Locum or Permanency; experienced, recommended; disengaged October 31; London or provinces, anywhere. Chemist, 24 Hillside Crescent, South Harrow, Middlesex.

**LOCUM** or permanent, Managing experience, including D. and P.; Fylde district preferred; disengaged. N. E. Wood, M.P.S., 9 All Saints Road, Lytham St. Annes, Lancs.

**LOCUM**, Superintendent or part-time Relief; disengaged; Qualified; N.P.U. registered. Fuge, 205 Stoneleigh Park Road, Ewell. Phone: Ewell 3093.

**M.P.S.**, F.N.A.O., O.B.A.C., having just disposed of own business, is open to take Locum work, Leeds and district; long or short periods. 77/420, Office of this Paper.

**QUALIFIED** Lady, thoroughly experienced and well recommended; Locum or Managerial; London or Home Counties preferred. Smith, 8 Bull Ring, Shepshed, Leicestershire.

#### WHOLESALE

**APPLIED** Pharmaceutics.—Representative/Propagandist; requisite health, address; car; 30 years' contact. "Vincent," c/o Jackson, Rowan Avenue, Boothville, Northampton.

**M.P.S.**, F.N.A.O. (35), having disposed of own business, desires post as Representative to reputable firm; trained Salesman; car driver; Yorks preferred. 77/42, Office of this Paper.

**NORTHERN IRELAND**.—Young Qualified Chemist, well known to Doctors, Chemists and Veterinary Surgeons, desires to represent a good house, Sales or Propaganda; 3 years' experience Veterinary Research; practical knowledge Bacteriological and Pathological Products; own car; good appearance; unquestioned ability; all offers or enquiries acknowledged. 76/15, Office of this Paper.

**PHARMACIST**, with substantial personal connexion Doctors in N.E. Counties, will shortly be prepared to accept one or two non-competitive Agencies of repute; either Sales or Propaganda items will be considered. Firms desirous of faithful Medical Representation, on commission and part expenses basis, are asked to communicate their offers or enquiries to 77/35, Office of this Paper. All replies treated in strict confidence and acknowledged.

**REPRESENTATIVE**, keen Salesman (35), connexion West of England and Wales; own car; excellent references. 77/14, Office of this Paper.

#### NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.

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REPRESENTATIVE, tall, smart appearance (age 30), requires additional side-line, London, Bedfordshire, Berkshire; part-expenses and commission; car driver. Leslie, 26A Eumore Road, S.E.25.

REPRESENTATIVE (27), well educated, college training; 4 years' experience London and Suburbs; reputable firm; highest references; own car. 77/38, Office of this Paper.

REPRESENTATIVE, 10 years' good connexion London and suburban Chemists, wishes to represent Manufacturer of well-known Proprietaries; highest references, fidelity bond; salary or commission and expenses. P.C.B. 298/11, Office of this Paper.

TRAVELLER (29), Yorks, Durham, Northumberland, Chemists, 7 years on territory, desires change; Agencies considered. 535/272, Office of this Paper.

YOUNG Man; 11 years' Retail experience, fully conversant Drug and Toilet sides, desires represent reputable house; tall; pleasing appearance and personality; car driver. "Veritas," 98 Claremont Road, Forest Gate.

## FOR SALE

6s. for 36 words or less; 1d. for every additional word, prepaid. (Box No., 1s. extra.)

CASH Register, small National type; prints sales on tape; adds all cash; must sell. Write, W. James, 14 Newtown Street, S.W.11.

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2 "Roberts" Single-Head Gravity Filling Machines. Height, 40 in. by 21 in., complete with Foot Treadle, Bottle Rest and 5 various-sized Filling Nozzles to each machine.

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1 No. 6 Copper Steam Jacketed Granulating Pan. Capacity: 12 Gallons.

1 No. 10 Copper S.J. Tilting Pan with lip. Capacity: 100 Gallons.

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The above may be inspected any time during working hours at our address:—

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CHEMISTS.—For Shop Fronts, Alterations and Shop Fittings, Wall Cases, Drug Runs, Dispensing Screens, Serving Counters, Silent Salesman; send to GEORGE COOK, The Working Shopfitter, 278 Pitfield Street, N.1. Sketches and estimates free. 'Phone: Clerk. 5371.

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